A U.S. DEPARTMENT OF COMMERCE WEEKLY
International Commerce
CHECKLIST
LIBERIA
RADIATION PRESERVATION OF FOOD
KENYA
TANGANYIKA
UGANDA
SWITZERLAND
OVERSEAS BUSINESS reports
the piggyback program
INDUSTRY ORGANIZED
TRADE MISSIONS
OVERSEAS
EXPORTING
REER OPPORTUNITIES in
AND INTERNATIONAL BUSINESS
Central America
International Commerce
OVERSEAS BUSINESS reports
computer center speeds flow of world trade data from Department of Commerce

International Trade Winds

Company News

RESEARCH—Allied Research Associates, Inc., Concord, Mass., and the Hawker Siddeley Group, Ltd., of London, will set up a joint venture company, Allied Systems Ltd. to be based in London. The new firm will undertake the study, analysis and systems management of defense programs in the areas of the U.S./United Kingdom cooperative research, development and production.

OIL—Kellogg International Corp. has been employed by Iraq's Minister of Oil to revamp the Kellogg combination unit at the Daura refinery which will double production of the unit and increase total capacity of the refinery to about 75,000 barrels a day. The project is to be completed early in 1967.

AUTO PARTS—Rockwell Standard Corp. and Fabrica Portugal have formed a partnership, Moligal, to manufacture metal seats and other automobile parts.

STEEL TUBING—A new subsidiary of Armco International, Middletown, Ohio, has been formed in Sweden to manufacture and sell small diameter tubing. The new firm, Armco Industries AB, also will sell the complete line of Armco and allied products except for Lincoln Electric Co. welding products which will continue to be sold through distributors. Plant construction will begin in September and production of tubing is expected to start in the spring of 1967.

AIR SERVICE—Trans-World Airlines opens office in Belgrade to promote TWA freight and passenger service. Although TWA does not fly to Yugoslavia, it will work with JAT, the major Yugoslav airline, to develop integrated schedules at points elsewhere in Europe served by both airlines.

GAS TURBINE—General Electric Co. will supply a gas turbine power plant and associated equipment valued at more than $1.6 million to Morocco. The equipment, to be installed at Sidi-Kacem, about 125 miles from Casablanca, was ordered to meet the immediate industrial and private consumer needs in that area. Delivery is scheduled for late 1966.

Newsletter

"The word 'encouraging' is really an understatement for the business possibilities in Guatemala City," reports a Fort Worth trade mission which recently visited Trinidad and the Central American countries. Industry-organized, Government-approved trade missions such as this are playing an expanding role in the Commerce Department's drive to widen the export horizons of U.S. manufacturers.

Catalogs from 300 U.S. manufacturers of food processing equipment were presented to buyers in Taiwan during the 11-day U.S. Embassy Catalog Fair. Four hundred Taiwan businessmen responded and 150 of those asked for more information.

Tours of U.S. Trade Center facilities around the world are becoming 'must' items on the itineraries of increasing numbers of international businessmen. The entire board of directors for Pan American World Airlines were shown around the Stockholm Trade Center during a recent European inspection tour.

Do exhibitors at U.S. Trade Centers tend to estimate their prospective sales results through rose-colored glasses? Not really. Participants in last year's metal-working machines show in Tokyo looked back over the intervening twelve-months and reported sales which can be directly attributed to the exhibit. The totals were 18% higher than anticipated.

Meat, tobacco and gardening machinery are among U.S. products to be displayed by representatives of 23 U.S. companies between shows at the Stockholm Trade Center. Between-the-shows facilities are available and encouraged at all six U.S. Trade Centers. Cost is nominal.

New price of World Trade Directory Reports is now $2.00 each. Were $1.00. Expect more timely reports to cover additional regions. Still a bargain for anyone interested in doing business overseas.

Foreign buyers at the National Plastics Exposition got special treatment from the New York Regional Export Expansion Council, which conducted a 'VIP program' for visitors from abroad.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

More than 2,500 publications issued by the U.S. Department of Commerce as a service to international traders are listed in this issue, beginning on page 7. The list is carried twice yearly in INTERNATIONAL COMMERCE. Reprints will be available at all Commerce Field Offices after Aug. 1. Also included in this Checklist are certain Department of Labor publications of interest to U.S. firms with overseas employees.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

July 11, 1966 — Volume 72, Number 28

Special Report — Mid-year Checklist of 2,500 publications Pages 7-33

FEATURES

2 Video/film productions by Pennsylvanians give businessmen export picture

4. Fort Worth trade mission makes new contacts in Central American area

TRADE FAIRS AND CENTERS

34 Upcoming show at Tokyo Trade Center to feature self-service retailing aids

WORLDWIDE BUSINESS OUTLOOK

37 Success of Yugoslav economic reform widens market for imported equipment

FOREIGN GOVERNMENT ACTIONS

41 U.S. virtually unaffected by Greek Government restrictions on importers' funds

U.S. GOVERNMENT ACTIONS

42 Record number of U.S. travelers abroad during 1965 tipped payments balance

INVESTMENT OPPORTUNITIES

45 Indian manufacturer seeks U.S. assistance in ceramic magnet production

WORLD TRADE OPPORTUNITIES

46 Several countries open bids
47 Sales leads for exporters
52 Sales representation
54 Leads for importers
54 New trade lists
55 Visiting buyers and officials
55 Future construction
55 Construction awards

NEW BOOKS AND REPORTS, 56

PLACED ON VIDEO TAPE, FILM

Export story goes visual

Pennsylvanians use college's prize-winning evening course in eight-part series

By CLARENCE M. ZENS
Managing Editor

Don't bother to look for Joseph Early, sales manager of the ABC Pharmaceutical Equipment Co., in any business directory. Official and company are pure fiction.

As for Dr. Roland L. Kramer, Thomas C. Ballagh, and William H. Lukens, don't bother to look for them in directories, either. Just ask anyone in the export field—they are real.

The fictitious and the genuine have an important connection. They share the stage in a new series called "Exports Mean Business," aimed through viedo tape at educational TV use or by 16 mm. sound film to showings before business meetings and seminars.

With funds supplied by the Pennsylvania state government, the series was produced by the State's Department of Public Instruction in cooperation with the Philadelphia Regional Export Expansion Council, the U.S. Department of Commerce's Philadelphia Field Office, the Foreign Traders Association of Philadelphia, and the Delaware River Port Authority.

The eight productions in the series, each approximately 25 minutes long, tell the story of opportunities for profits in exporting. They give basic instructions to firms that wish to enter export markets but are not familiar with the procedures.

Mr. Early, played by a professional actor, meets the experts, played by themselves. This format has been thoroughly tested. Since the fall of 1961 the experts had been teachers of a basic course in export sales and management at Temple University, Philadelphia. The evening series won for Temple a Presidential "E."

Sales Manager Early is taken through the fundamentals of current export practices in the following sessions.

Introduction to Foreign Trade: Dr. Roland L. Kramer of the University of Pennsylvania. Dr. Kramer's book "International Marketing" was the text for the Temple course.

Organizing for Export: Thomas C. Ballagh, president of Ballagh & Thrall, Philadelphia, and widely known for his work with the American Society of International Executives.

Export Marketing Methods: William H. Lukens of the R. M. Hollingshead Corp., Camden, N.J., chairman of the Philadelphia Regional Export Expansion Council.

Locating the Market and the Customer: Patrick P. McCabe, international trade specialist of the U.S. Department of Commerce's Philadelphia Field Office.

Sales Correspondence: Quoting Prices; Extending Credit: George L. Kappes, export supervisor of Rohm & Haas Co., Philadelphia.

Export Packing and Marine Insurance: Stanley D. Bernstein, president of Quaker Export Packaging Co., Philadelphia, and Francis A. Lewis, marine secretary of the Insurance Company of North America, Philadelphia.

Handling the Order and Making the Shipment: Edward H. McDermott, customer service manager of the Budd Co.'s International Division, Philadelphia, and Martin L. Hoffman, vice president, Allen Forwarding Co., Philadelphia.

Getting Paid and Protecting Your Profit: Charles Lyon, assistant vice-president of the First Pennsylvania Banking & Trust Co., Philadelphia.

The series was previewed last month at a meeting sponsored by the Delaware River Port Authority and attended by Philadelphia Mayor James Tate and other leaders from the area's civic and business community. It was announced that the first public showing is planned for eight successive Tuesday evenings beginning Sept. 20, on station WHYY in Philadelphia, one of Pennsylvania's seven educational TV stations. Use of the series was offered also to groups from other parts of the country.

Both the video tape and the films are available on loan, or may be purchased at $54.75 per print or at $320 for the set of eight films. **Write:** Kenneth M. Pfeiffer, chief, Instruction Consultation Division, Department of Public Instruction, Box 911, Harrisburg, Pa. 17126.

PREVIEWING "EXPORTS MEAN BUSINESS" at a Delaware River Port Authority meeting in Philadelphia were these leaders (from left): Martin Hoffman, Foreign Traders Association of Philadelphia; Kenneth M. Pfeiffer, Pennsylvania Department of Public Instruction; Roy L. Morgan, U.S. Department of Commerce, Office of Field Services; John H. Frazier, meeting host; H. Willis Jackson, United States Lines; David Jamieson, Philadelphia Field Office, U.S. Department of Commerce, and Paul MacMurray, Delaware River Port Authority. They saw an eight-part presentation.

'Exports Mean Business' — some scenes

Sales manager to company president: ". . . but where am I supposed to find these new markets?"

Thomas Ballagh to sales manager: "The first decision is whether you want to 'do-it-yourself', or use export professionals."

William Lukens to sales manager: "It might be that this channel of distribution doesn't exist in any of these countries."

George Kappes to sales manager: "In replying to a customer's letter, answer all of his questions, not just some of them."

Stenley Bernstein to sales manager: "A product shipped successfully to Paris may require entirely different Philippines packing."

Sales manager to himself: "If they found customers overseas, so can we—and the time to begin is now . . ."

Ft. Worth trade mission members find new markets in Trinidad and Central American countries

Industry-organized, Government-approved group visits six countries, reports new sales, gets distributors

By THEODORE F. LANGE

Leader of Fort Worth Trade Mission to Central America and Trinidad

Can you discuss your product's potential market in the Central American Common Market? Very few Fort Worth manufacturers can factually discuss the export outlook to that part of the world for their own industries, let alone their own manufactured goods.

Today six Fort Worth businessmen are experts on the potential markets in that area for their products. These six men comprised the Fort Worth Trade Mission which visited Central America and Trinidad March 15-April 6, 1966.

During their 21-day trip, the members met 248 appointments and quoted on $3,021,678 in business. This figure represents only a bid volume—not actual, confirmed sales—but it stands as a record for a trade mission to the area visited.

Two of the members shipped goods totaling $10,000 within three weeks after their return.

By early June, eight weeks after the end of the trip, two mission members had already gone back to expand contacts in several of the countries visited, and two Guatemalan businessmen had visited mission members' companies in Fort Worth.

More to come

Through publicity about the success of this group, it appears that future missions will be in heavy demand by local businessmen. The Fort Worth Chamber of Commerce is organizing two for early 1967. One will be a mixed industry mission to South America and the other, a group specialized in agriculture and livestock.

The recent mission was organized through the Industrial Development Division of the Fort Worth Chamber of Commerce, and was approved by the U.S. Government which offered suggestions and assistance through our embassies in each country visited. Participants paid their own expenses, which were totally tax deductible, met their own appointments, drew their own opinions of each company and country visited, and requested assistance only when problems arose. The mission worked in Guatemala, El Salvador, Nicaragua, Costa Rica, Panama and Trinidad.

What made it click

Why could a mission do so well, especially from an area with so few companies involved in international trade? Organization and presentation are the answers.

The members were selected in January. A brochure in Spanish was compiled explaining each company and its products. A month before the mission's departure, the brochure was hand-carried to each city on the proposed itinerary by an advance man from the Commerce Department's Trade Missions Division and John Spragins, Research Director of the Fort Worth Chamber of Commerce.

This advance party arranged for newspaper and radio-television coverage, distributed the brochure to prospective customers, and described each of the companies to be represented to the commercial sections of the U.S. embassies. Embassy personnel initiated personal contacts with pertinent reputable business firms.

In each country, after the mission arrived, the U.S. Ambassador presented an economic and political briefing. Each member was given an hour-by-hour schedule of appointments and an analysis of each prospect.

On the first night in each of the countries, mission members were hosts at a reception for local businessmen on the appointment list. The second evening, members were guests of honor at a reception in the home of the U. S. Ambassador.

Thus, in a three-day period, the members were able to meet each prospect twice at informal social gatherings, and at least once in his plant or office. They were able to make contacts with business and civic leaders which would take a representative operating alone several weeks. Each prospect knew that the mission members were interested in negotiating and the members were confident they would be well received.

In addition to the leader, members of the Forth Worth mission were Richard Miller, vice president, Charles Needham Refrigerator Manufacturing, Inc.; C. Edward Smith, partner in J. Paul Smith Co.; H. S. Landers, president, Landers Machine Co.; W. F. Sprinkle, partner in McGown & Sprinkle; and Paul Thomas, president, Thomas Conveyor Manufacturing Co.

Each of the members has submitted a brief analysis on each country. Several excerpts follow:

Guatemala, by Ed Smith: 'Encouraging' is really an understatement for the business possibilities in Guatemala City. Total import commodity requirements for the six poultry and animal feed mixers is now 7,500 tons a year or about $937,500. The businessmen feel that the political climate will not interrupt their operations —development of the supply of meat, chickens, and eggs for an increasing population. In five years these figures could easily increase by 20%, and considerably more if outside capital had the confidence to invest.

El Salvador, by W. F. Sprinkle: Business conditions in El Salvador appear to be excellent. The country and the businessmen are progressive, and new business is coming in every day. They are pressing their advantage as a country with considerably money and financial ability.

All appointments were kept promptly, and the potential for my products is excellent.

Nicaragua, by Paul Thomas: Managua offered the greatest potential of the cities

Leader works for customers

Ted Lange, who headed the recent Fort Worth trade mission to Central America and Trinidad, didn't forget his own bank customers back home.

During the trip, he quoted on two sales totaling $150,000 and found distributors for several clients.

Lange, manager of the International Department of the First National Bank of Fort Worth, prepared the accompanying report as a composite of the individual reports of the mission members.

visited. We found the young businessmen well-educated—many were graduates of New York universities, Harvard, M.I.T., and Stanford. I made seven calls and found one excellent representative to distribute my products.

Costa Rica, by R. C. Miller: We found San Jose very rewarding. It is a progressive city where they are most proud of having more teachers than soldiers. Expansion of the economy compares favorably with that of other Central American countries. Consumption of general consumer goods is rather high, giving the appearance that a strong middle class exists. The Government is stable and the investment climate is good.

Businessmen are well-educated and highly receptive to U.S. products. Manufacturing facilities are well-equipped to handle most manufacturing processes used in the United States today. Through my 13 business calls, I found local understanding of technical products to be excellent.

Panama and the Central American Common Market, by H. S. Landers: My opinion and advice to all manufacturers who have aspirations for doing business in Central America is that the time is ripe to make your contacts. Sales opportunities for used and new printing equipment and food processing machinery for human and animal consumption are ready for a big push.

No doubt some readers of this report will wonder if their company is large enough to sell to Central America and the Caribbean countries. Definitely, I would say yes. First, there is no bug-a-boo in doing business abroad with the proper banking and export brokers' assistance. Second, I am speaking for a small company of 50 employees that expects to increase export sales from 10 to 25% in the next two years.

Trinidad, T. F. Lange: The island of Trinidad, off the coast of Venezuela, was most interesting. The economy of this island has been based upon a booming oil industry. A slight recession has been felt recently because of a cutback in oil production. The chambers of commerce and industries appear to be exerting a considerable effort to encourage businessmen to expand their manufacturing facilities and to diversify into additional operations to save Trinidad and Tobago as well as the Caribbean area.

There are excellent opportunities for U.S. businessmen to enter joint ventures in this country, and there are excellent opportunities to furnish equipment and machinery for manufacture of consumer goods as well as equipment for heavy construction and road maintenance. Machinery supplied for these industries can enter Trinidad in most instances on a duty-free basis under the existing plans for pioneer industry.

Even though manufacturers and businessmen receive United Kingdom products under preferential tariff treatment, there is still an excellent business potential for U.S. manufactured goods if the businessman will present himself in person to potential buyers. The businessmen, mainly of English extraction, seem to be leaning more to products manufactured in the United States.

FORT WORTH TRADE MISSION arrives in Costa Rica on six-country trip to sell such products as ingredients for feed, refrigerated warehouses, and several kinds of machinery and equipment.

An education

The mission members were surprised at the education they received during the three-week trip. One commented that it was the equivalent of a college seminar for businesmen with a terrific laboratory facility. At first, the mission members lacked an awareness of country conditions on which to base extension of credit for export sales to the various countries. Many had slowed their desire to export, because of the seemingly impossible task of estimating what their company policy should be on international credit. During the trip, they were surprised to find a change in their own abilities.

They found that each country was significantly different, each with its own personality. They found that the political instability which is publicized so often was much less a problem than had been imagined.

Instead, the mission members located other problems of greater concern. A major obstacle is the method of retail selling which in most Central American countries is based on low volume, high markup technique. They also found problems in commercial transportation, warehousing, and refrigeration.

Can be solved

Such situations have been overcome in certain areas within our own United States, however, and the mission members felt that they could help solve these problems in order to sell their products elsewhere.

The Central American and Caribbean businessman often asks why Americans would go to Europe or the Far East to sell their products before they would go to Central America. They also wondered why American tourists stop in Mexico City instead of venturing into Central America.

The mission members were pleased to find the people to be similar to Texans. The climate is similar, and they are accustomed to an economy based on agriculture, cattle, and medium-size manufacturing. The people like Americans and are quite hospitable.

The Central American Common Market is becoming a reality. The independence of Trinidad and Tobago is developing into a strong nationalistic force. Businessmen who take advantage of an opportunity to spend some time in these countries today will certainly receive their profits in the future.

THE 1966 TARGA D'ORO, or golden plaque, is awarded by Senator Renato Angiolillo (left), publisher of the Rome daily newspaper *Il Tempo*, to the U.S. Trade Center in Milan. Accepting the award is Martin Stahl, director of the Center. The prize is given annually by *Il Tempo* to an Italian or foreign organization for distinguished service in industry, commerce, journalism, or cultural affairs.

Cincinnati walnut log dealer loses U.S. export privileges

Denial grew out of short-supply controls imposed during 1965

Hi-Grade Import-Export of Cincinnati; Frank B. Ottle, the owner, and Jack Massengale an operating employee, have been denied U.S. export privileges for a year and will be on probation for two years thereafter, in a case growing out of the short supply controls imposed on walnut log exports in February 1964 by the Department of Commerce.

The Department's Bureau of International Commerce (BIC) said that this was the first administrative prosecution under short supply controls since the Korean War. Short supply export controls now are in effect on hides and skins and copper.

The exportation of walnut logs was curtailed by a Departmental order for a year, beginning in February 1964. The quantity of logs that a dealer could export was limited to a percentage of his exportations during the previous three-year period. Hi-Grade "grossly overstated" the amount of its walnut logs exports for the three-year period and obtained export authorizations to which it was not entitled.

Massengale, according to BIC, acting on behalf of the company, had represented that the company had exported 900,000 board feet of walnut logs—mostly to Switzerland—whereas in fact the company had exported only about 45,000 board feet.

The company actually shipped 30,400 board feet of logs under its authorization; it was only entitled to ship 10,000 board feet.

Under sanctions imposed against the respondents which became effective June 30, all outstanding validated licenses in which they have an interest are cancelled and they are prohibited from all export transactions for a year. Thereafter, they will be on probation for two years on condition that they comply with all provisions of the Export Control Law.

The sanctions apply to all employees and representatives of the respondents. U.S. export regulations provide that without authorization from the Department of Commerce no person may trade with a party he knows has been denied U.S. export privileges in any export transaction involving U.S. commodities or technical data.

Newest foreign-trade zone is expanding at Honolulu Harbor

Secretary authorizes additions, to be open later this month

The newest U.S. foreign-trade zone, No. 9 at Honolulu Harbor, already is looking toward expansion.

Secretary of Commerce John T. Connor, on June 30—only 15 days after the new zone opened for business—authorized extension of the present facilities to include two noncontiguous areas nearby. They are expected to be ready for occupancy later this month.

An immediate tenant is ready to move in. Others have been communicating with officials. Two firms are already occupying the recently opened zone.

The new areas, like the one now in operation, are on Pier 39. Both are uncovered areas, to be used for open storage. One is about 50 feet north of the primary zone and covers 29,348 square feet. The other, 500 feet north of the primary zone, contains 11,335 square feet.

The additions almost double the overall zone area—which is increased from about 41,000 to more than 81,000 square feet.

The expansion was granted by Foreign Trade Zones Board Order #68 to the State of Hawaii. In its request to the Board for this authority, Hawaii, as grantee, indicated that business firms planning to use the zone have current requirements for the type of area and facilities provided by the additions.

DYEING, FINISHING FABRICS

A Belgian textile firm seeks a license to produce or transform products connected with the textile industry.

The company is primarily interested in handling the furnishing and dyeing of woolen and mixed woolen fabrics for a U.S. firm. The Belgium concern has considerable experience in this field and treats approximately 30,000 to 40,000 meters of fabrics a week. The plant is located near the Belgium-German superhighway and sufficient land is available for expansion.

Write: Les Apprets Deforges S.P.R.L., 25 rue du Corbeau, Dison-Verviers, Belgium. Attn: Mr. Deforges. WTD.

July 1966

SEMIANNUAL

CHECKLIST

BUREAU OF INTERNATIONAL COMMERCE
INTERNATIONAL BUSINESS PUBLICATIONS

U. S.
DEPARTMENT
OF
COMMERCE

CHECK LIST

Data in the publications of the Bureau of International Commerce are obtained from some 280 United States Foreign Service posts throughout the world and are analyzed and supplemented by specialists in the U.S. Department of Commerce.

The U.S. Department of Commerce publications noted in this checklist are available from the Commerce Department's Publication Sales and Distribution Branch of the Office of Administrative Services, Washington, D.C., 20230, or from any of the Department of Commerce Field Offices. Those of the Department's publications that are available also from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, are so indicated.

Certain publications, such as the *International Customs Journals, Economic Summaries, Foreign Market Surveys,* and the *Market Share Reports* should be ordered from the Department of Commerce Clearinghouse, Springfield, Virginia, 22151. Be sure to include title and DIB number when ordering from the Clearinghouse and make checks payable to National Bureau of Standards, CFSTI. A special catalogue of all *Market Share Reports* may be obtained without charge by writing any Commerce Field Office.

Instructions for obtaining U.S. Department of Labor books and reports listed in this CHECKLIST will be found in that section.

International Commerce

☐ INTERNATIONAL COMMERCE is the principal periodical published in the international affairs area of the U.S. Department of Commerce. A weekly news magazine, it offers authoritative and concise international marketing information and reports demonstrating and explaining potential advantages to American businessmen in profitable international sales of U.S. products.

Carries feature articles on significant developments in the U.S. export trade expansion and other programs, the accomplishments of U.S. trade missions, analyses of U.S. and foreign trade, and reports on outstanding activities of such organizations as GATT, the Common Market, Eximbank, the World Bank, ECAFE, and ECSC. Annual subscription: $16 ($5 additional for foreign mailing). Make remittance payable to the Superintendent of Documents and mail either to a Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Single copy, 35c. Sample copy free.

Overseas Business Reports

(Formerly World Trade Information Service)

☐ OVERSEAS BUSINESS REPORTS (OBR's) provide basic, authoritative information for exporters, importers, investors, manufacturers, researchers, and others concerned with international trade and economic conditions. They replace the World Trade Information Service (WTIS) reports.

The data are presented on specific countries by both the Bureau of International Commerce and the Business and Defense Services Administration of the U.S. Department of Commerce.

OBR's are available through U.S. Department of Commerce Field Offices or the Superintendent of Documents. U.S. Government Printing Office, Washington, D.C., 20402, for 15¢ a copy. The yearly price of OBR's is $13, and the additional foreign mailing fee is $5.

WTIS reports still available sell for 15¢ unless shown otherwise.

Commerce Business Daily

☐ COMMERCE BUSINESS DAILY offers a daily synopsis of U.S. Government proposed procurement, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities, $15 a year, $57 airmail delivery within the United States. Available from a Department of Commerce Field Office. Make checks or money orders payable to U.S. Department of Commerce.

Books and Pamphlets

☐ COMPREHENSIVE EXPORT SCHEDULE. Covers U.S. export control regulations and policies with instructions, interpretations, and explanatory material. Published annually in looseleaf form and kept up to date with supplementary CURRENT EXPORT BULLETINS included in each subscription. Annual subscriptions $7 ($2 additional for foreign mailing). Airmail service available only to domestic subscribers, $4 additional. Single copies of CURRENT EXPORT BULLETIN, 25¢. Available from Department of Commerce and its Field Offices.

THE MARKET SERIES handbooks are designed to provide a current evaluation of the nature and scope of a country's market, describing the present import pattern, distribution facilities, and trade practices, as well as an analysis of the market for selected commodities.

Make remittance payable to the Superintendent of Documents and mail either to a Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. (Note: Libya and Morocco available only from the Department of Commerce.)

☐ *AFRICA: SALES FRONTIER FOR U.S. BUSINESS.* 1963. 121 pp. $1.

☐ *BELGIUM, A MARKET FOR U.S. PRODUCTS.* 1963. 60 pp. 45¢.

☐ *TRADE AND INVEST IN CENTRAL AMERICA.* 1965. 60¢.

☐ *COLOMBIA, A MARKET FOR U.S. PRODUCTS.* 1964 64 pp. 50¢.

☐ *EAST AFRICA, A MARKET FOR U.S. PRODUCTS IN KENYA, UGANDA, TANZANIA,* 1966. 78 pp. 65¢.

☐ *HONG KONG, A MARKET FOR U.S. PRODUCTS.* 1964. 122 pp. $1

☐ *IRAN, A MARKET FOR U.S. PRODUCTS.* 1966. 50 pp. 50¢.

☐ *IVORY COAST, MARKET FOR U.S. PRODUCTS.* 1966. 87 pp. 65¢.

☐ *LIBERIA, A MARKET FOR U.S. PRODUCTS.* 1965. 40 pp. 35¢.

☐ *LIBYA, A MARKET FOR U.S. PRODUCTS.* 1962. 65 pp. 50¢. (Available only from Commerce Dept.)

☐ *MOROCCO, A MARKET FOR U.S. PRODUCTS.* 1964. 64 pp. 40¢. (Available only from Commerce Dept.)

☐ *NIGERIA, A MARKET FOR U.S. PRODUCTS.* 1964. 72 pp. 50¢.

☐ *PERU, MARKET FOR U.S. PRODUCTS.* 1961. 62 pp. 40¢.

☐ *PHILIPPINES, A MARKET FOR U.S. PRODUCTS.* 1965. 76 pp. 55¢.

☐ *SAUDI ARABIA, A MARKET FOR U.S. PRODUCTS.* 1962. 44 pp. 40¢.

☐ *SUDAN, A MARKET FOR U.S. PRODUCTS.* 1962. 47 pp. 40¢.

☐ *THAILAND, MARKET FOR U.S. PRODUCTS.* 1962. 92 pp. 55¢.

☐ *VENEZUELA, A MARKET FOR U.S. PRODUCTS.* 1964. 65 pp. 50¢.

EXPORT MARKET GUIDES

Background data to sales throughout the world, by country and by product. Prepared in advance of trade center shows, trade fairs, and exhibitions to assist U.S. businessmen planning to participate. Provide description of markets, sales opportunities, demand for items on sale, international competition, sales approach, expected attendance and sales and technical requirements, 4 or 8 pages. 10¢ each. For sale by U.S. Department of Commerce. Publication Sales and Distribution Branch of the Office of Administrative Service, Washington, D.C., 20230.

Central American Common Market:

☐ Farm machinery and equipment.

France:

☐ Packaging Equipment and Materials, International Packaging Exhibition, Paris.

☐ Institutional Equipment, Supplies Exhibition, Paris.

Germany:

☐ Environmental Test Equipment Show, U.S. Trade Center, Frankfurt. ☐ "Plastics U.S.A.", U.S. Trade Center, Frankfurt. ☐Medical and Hospital Equipment Exhibition, Stuttgart; ☐ Gas Appliance and Ancillary Equipment Exhibition, Hannover Trade Fair; ☐ Air Conditioning & Refrigeration Systems Show, Hannover Trade Fair; ☐ International Dairy Machine Exhibition, Munich. ☐ International Hospital Equipment Show, Stuttgart. ☐ Home Maintenance and Improvement Show; ☐Nuclear Instruments Show; ☐ Equipment, components and controls used in all phases of air conditioning; ☐ Catering equipment; ☐ Welding and cutting equipment; ☐ Plant maintenance equipment; ☐ Food processing, packaging machinery and related equipment; ☐ Meat processing, packaging, and slaughtering equipment.

Italy:

☐ Laboratory Apparatus, Analytical and Test Instrumentation, U.S. Trade Center, Milan. ☐ Production Equipment for the Electronics Industries, U.S. Trade Center, Milan. ☐ Metal Finishing Equipment, U.S. Trade Center, Milan. ☐ Food Processing Exhibition, Milan Trade Center. ☐ Boating Accessories Show, Milan (U.S. TC). ☐ Industrial fasteners, assembly tools, and production equipment; ☐ Packing and packaging machinery; ☐ Electric, electronic, and mechanical control devices; ☐ Catering equipment; ☐ Electronic computers.

Japan:

☐ Specialized Electronic Systems & Instrumentation, U.S. Trade Center, Tokyo. ☐ Self-Service and Supermarket Equipment Show, U.S. Trade Center, Tokyo. ☐ Electronics show strong growth, U.S. Trade Center, Tokyo. ☐ Equipment for the Aviation Industry, U.S. Trade Center, Tokyo. ☐ Paper, Film Conversion Equipment Exhibit, U.S. Trade Center, Tokyo. ☐ Specialized Machine Tool Accessories, U.S. Trade Center, Tokyo. ☐ Specialized Industrial Modernization Equipment Show, U.S. Trade Center, Tokyo. ☐ New Building Materials Show, U.S. Trade Center, Tokyo; ☐ Advanced Industrial Fasteners Show, U.S. Trade Center; ☐ Animal husbandry equipment, accessories and materials; ☐ Automatic wrapping and packaging machines and equipment; ☐ Metal finishing equipment; ☐ Pumps and compressors.

Hong Kong, British Crown Colony:

☐ U.S. Light Industrial Machinery Exhibition. Hong Kong.

Mexico:

☐ Scientific and Industrial Instrumentation, U.S. Industrial Equipment Exhibition, Mexico City.

Malaysia:

☐ Metalworking machines and equipment.

Netherlands:

☐ Food processing and packaging equipment; ☐ Gas appliances and related products.

Scandinavia:

☐ Institutional Catering Equipment Show; ☐ Photographic products.

Singapore:

☐ *Market Factors in Singapore.* Basic data on sale of goods in Singapore: scope and nature of the market, economic development, competition, market for selected commodities and services. 11 tables. 1965. 19 pp. mimeographed. 25¢

Southeast Asia:

☐ Audio-Visual and Teaching Aids Equipment Show.

Spain:

☐ U.S. Industrial and Commercial Refrigeration Equipment, Madrid.

Sweden:

☐ Plant and Equipment Maintenance Show; ☐ Lifting, loading, conveying equipment.

Switzerland:

☐ Industrial electronic equipment.

Thailand:

☐ Agricultural Machinery and Equipment Show, U.S. Trade Center, Bangkok. ☐ Business Machines, Office Equipment Show, U.S. Trade Center, Bangkok. ☐ Mining Equipment and General Safety Equipment Show; ☐ Air conditioning and refrigeration equipment; ☐ Hotel, restaurant, and institutional catering equipment.

United Kingdom:

☐ Protective Signaling Exhibition, U.S. Trade Center, London. ☐ Instruments, Electronics, Automation Exhibition; ☐ Scientific Instrument and Lab. Apparatus Show; ☐ Non-destructive testing and measuring apparatus; ☐ Advanced industrial fasteners, applicators, fastener producing machines; ☐ Hotel and Catering Equipment Exhibition.

Venezuela:

☐ U.S. Metalworking Tool Show, Caracas, Venezuela. ☐ U.S. Metalworking Tool Show, Caracas. ☐ Automotive Service, Repair and Maintenance Equipment Exhibition, Caracas.

☐ EXPORT CONTROL. Quarterly report. Details licensing operations and actual shipments of commodities and security export conditions. 25¢ each. Available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 and Department of Commerce Field Offices.

☐ EXPORT CONTROL, THE CARRIER'S ROLE. This handbook summarizes the principal provisions of U.S. export control regulations affecting the operations of the U.S. and foreign-flag carriers—water, land, and air. 1965. 16 pp. Free. Available from the U.S. Department of Commerce, Office of Export Control, Washington, D.C., 20230.

☐ EXPORT CONTROL REGULATIONS, U.S., SUMMARY OF. Includes helpful hints on applying for an export license and contains specimens of forms used. March 1965. 22 pp. 20¢. Available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

☐ EXPORT LICENSES APPROVED AND REEXPORTATIONS AUTHORIZED. A daily list setting forth the commodity description, dollar value, and country of ultimate destination for each export license issued and for each amendment to a license which increases the dollar value of an outstanding license and for each reexportation authorized. $37.50 a year, beginning when remittance received. Make remittance to U.S. Department of Commerce. Available at any Field Office or the Office of Administrative Operations, U.S. Department of Commerce, Washington, D.C., 20230.

☐ ELECTRIC CURRENT ABROAD. Lists, for the benefit of manufacturers and exporters, the types, phases, cycles, and voltages of electric current available in the principal cities of the world. Covers primarily current for domestic use, but includes some information on industrial power. 1963. 75 pp. 30¢. Available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

☐ EXPORT PROFITS. A brochure describing low-cost marketing aids and services for higher export profits. Available from any of the U.S. Department of Commerce Field Offices. 1962. 8 pp. Free.

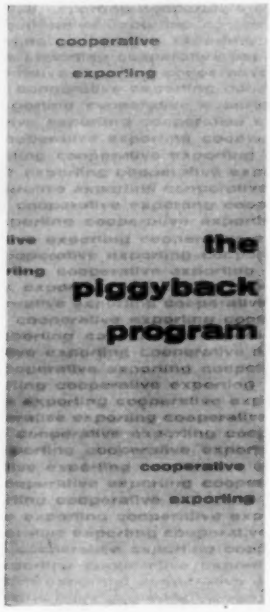
☐ FOREIGN-TRADE ZONES BOARD 27th ANNUAL REPORT. Contains review of fiscal '65 events with the Foreign-Trade Zones Board and with the foreign-trade zones at New York, New Orleans, San Francisco, Seattle, Mayaguez, and Toledo. 1966. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

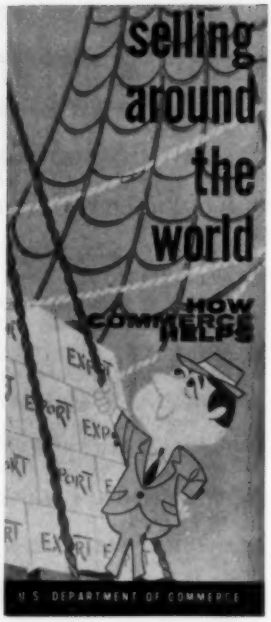
☐ FOREIGN TRADE ZONES IN THE UNITED STATES, REGULATIONS, AND OTHER INFORMATION RELATING TO. Contains, in addition to explanatory notes, the text of the Foreign-Trade Zones Act as amended, Executive Order 7104, Foreign-Trade Zones Board regulations, and Bureau of Customs regulations pertinent to foreign-trade zones. 1962. 79 pp. 30¢. Available from the Superintendent of Documents, Washington, D.C., 20402.

☐ GATT: GENERAL AGREEMENT ON TARIFFS AND TRADE. Describes the GATT and how it works as a means of opening doors abroad to the export of U.S. products through tariff reduction, elimination of non-tariff barriers, and the removal of other obstacles between the United States and 57 free-world countries. 1964. 16 pp. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ INDUSTRY ORGANIZED TRADE MISSIONS OVERSEAS. Tells how U.S. business may obtain help from the Department of Commerce in developing new markets overseas and what standards are required for Government sponsorship. 1965. 12 pp. 11¢. Available from the Superintendent of Documents, Washington, D.C., 20402.

☐ PROFITABLE SALES IN U.S. TRADE CENTERS OVERSEAS. Describes how U.S. Trade Centers overseas may be utilized by American businessmen to increase sales in foreign markets. 1964. 20 pp. 15¢. Available from Superintendent of Documents, Washington, D.C., 20402.





☐ THE PIGGYBACK PROGRAM, Cooperative exporting. Describes the "Piggyback" marketing technique which enables companies with no foreign ties to sell their products through companies already well established in overseas markets. 1966. 16 pp. 15¢. Available from Supt. of Documents, Washington, D.C. 20402.

☐ REPORT OF THE SPACE INDUSTRY TRADE MISSION ON THE EUROPEAN AEROSPACE INDUSTRY. The report includes a comprehensive review and survey of current developments in Europe in space programs and suggests ways the U.S. industry can develop its European market. 1966. 18 pp. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SAMPLE DISPLAY SERVICE. Tells how a U.S. firm can find agents or distributors abroad by displaying its products in U.S. Embassy showrooms, in Bangkok, Beirut, Manila, and Nairobi for 30 days. A new U.S. Department of Commerce export promotion program. 1966. 8 pp. 10¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SELL YOUR PRODUCTS THROUGH U.S. TRADE MISSIONS. Describes how U.S. Trade Missions help sell U.S. products in overseas markets. 1966. Revised annually. 16 pp. 15¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SELLING AROUND THE WORLD—HOW COMMERCE HELPS. Describes how the organizations in the U.S. Department of Commerce serve the international business community. Revised 1965. 24 pp. 15¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SOURCES OF INFORMATION ON AMERICAN FIRMS FOR INTERNATIONAL BUYERS. A guide to the principal sources of commercial information on U.S. firms. Revised edition. 1966. 26 pp. 15¢. Superintendent of Documents, Washington, D.C., 20402.

☐ STANDARD INDUSTRIAL CLASSIFICATION MANUAL. Developed for use in the classification of establishments by type of activity in which engaged; for purposes of facilitating the collection, tabulation, presentation, and analysis of data relating to establishments. Covers the entire field of economic activity. 433 pp. 1957. $2.50. Order from Supt. of Documents, Washington, D.C. 20402

☐ TRADE OF UNITED STATES, WESTERN EUROPE, CANADA & JAPAN IN MANUFACTURED PRODUCTS 1961/62. 1964. Compares U.S. exports of selected products with same exports of 21 other industrial nations. 3 volumes. 132 pp. 75¢ each.

Vol. I—pharmaceutical products, plastic materials, and manufactured fertilizers.

Vol. II—selected machinery and equipment.

Vol. III—selected consumer goods.

Available from Superintendent of Documents, Washington, D.C., 20402.

☐ U.S. SHARE OF WORLD MARKETS FOR MANUFACTURED PRODUCTS. Analyzes changes from 1954-56 to 1961 in the U.S. share of major markets abroad for manufactured goods. 26 pp. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ WHAT YOU SHOULD KNOW ABOUT EXPORTING. A how-to-get-started handbook designed as a basic reference for the American businessman interested in opening profitable new overseas markets for his products. Revised 1965. 38 pp. 20¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ WHITE HOUSE CONFERENCE ON EXPORT EXPANSION, REPORT TO THE PRESIDENT ON THE. Report to President John F. Kennedy by Secretary of Commerce Luther H. Hodges on the White House Conference on Export Expansion, Washington, D.C., September 17-18, 1963. Contains reports by 11 committees of the conference. 30¢. Available from Superintendent of Documents, Washington, D.C., 20402, or the Department's Field Offices.

WORLD TRADE DIRECTORY REPORTS. Carry basic commercial and financial information on specific foreign firms and individuals. Data furnished on a given firm usually cover the type of organization, method of operation, lines handled, size of firm, sales territory, names of owners and officers, capital, sales volume, general reputation in trade and financial circles, and names of any U.S. firms represented by the foreign firm and serving as its supplier. They are prepared by the U.S. Foreign Service, and represent a consensus of reliable sources of information. $2 per report. If information on a particular firm is not on file in Washington, it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct. Available from the Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C., 20230, or from any of the Department's Field Offices.

SHARE OF MARKET REPORTS

The U.S. Department of Commerce is making 1,182 statistical reports on leading world import markets for manufactured products available for sale to U.S. exporters. These *Market Share Reports* enable quick and convenient measurement of the U.S. competitive position for a large number of manufactured goods in 48 of the world's leading importing nations.

These data are expected to be of real help not only to U.S. exporters seeking new foreign markets, but also to those interested in expanding sales in their established markets overseas.

The reports provide detailed commodity information stated in internationally comparable terms, which will facilitate systematic review of import markets in the world's leading trading nations. Since they cover the three-year period from 1962-64, it is possible to make analyses of trends in international trade. Another unique advantage of these reports is that they supply data expressed in U.S. dollars, with U.S. shares of trade calculated where possible.

Prepared on special order at the United Nations' International Trade Statistics Centre, the reports provide data from the UN and use the commodity definitions and classifications of the UN's "Standard International Trade Classification, Revised (SITC)".

The *Market Share Reports* are on sale through the Department of Commerce in two formats; a Commodity Series and a Country Series. The former is useful for examining world markets for a given product, while the latter allows a review of imports of all manufactured products into a particular country.

The tables in the Commodity Series show the values of shipments for each of 1,127 manufactured commodities, as supplied to the 48 major importing countries by the world's 14 principal exporting nations.

The tables in the Country Series show shipments of 1,127 commodities from these 14 major suppliers into each of 32 importing countries. For 16 other countries, mainly those in Europe, the tables in this series present total imports and imports from the United States and the European Economic Community. The U.S. share has been calculated in all tables where availability of data permits.

This new material can be especially useful to the U.S. exporter by helping him pinpoint markets in which his product is losing or just maintaining its share of the market, although the overall U.S. share is increasing.

For a complete listing of all titles in this series see INTERNATIONAL COMMERCE June 13, 1966 issue, or write any Department of Commerce Field Office for a free reprint of the catalogue.

ECONOMIC SUMMARIES

These summaries, prepared on the spot by the U.S. Foreign Service experts, are the Commerce Department's most timely commercial reports on individual foreign economies. They are accurate and up to date. Each report is written by a specialist trained to recognize developments of interest to U.S. business and to give straight-forward evaluations of the business outlook and export prospects. They vary from 12 to 30 pages and are available on a 5-day loan basis from any Commerce Field Office. They may also be purchased from the U.S. Department of Commerce Clearinghouse, Springfield, Virginia, 22151 at a cost of $1 each, except Tunisia for which the cost is $2. If ordering be sure to identify by title and DIB number.

☐ Aden, Economic Summary for 1965. DIB-66-24.

☐ Argentina, First Quarter 1966. DIB-66-700.

☐ Bolivia, Fourth Quarter 1965. DIB-66-29.

☐ Chile, First Quarter 1966. DIB-66-701.

☐ Colombia, First Quarter 1966. DIB-66-702.

☐ Japan, Fourth Quarter 1965. DIB-66-28.

☐ Liberia, First Quarter 1966. DIB-66-703.

☐ Mauritania, Economic Summary for 1965. DIB-66-31.

☐ Mexico, First Quarter 1966. DIB-66-704.

☐ Nigeria, First Quarter 1966. DIB-66-705.

☐ Sweden, First Quarter 1966. DIB-66-706.

☐ Syria, Fourth Quarter 1965. DIB-66-27.

☐ Tunisia, Second Half 1965. DIB-66-25.

☐ UAR, Fourth Quarter 1965. DIB-66-26.

☐ Uganda, Economic Summary for 1965. DIB-66-30.

INTERNATIONAL CUSTOMS JOURNALS

Tariff structures and rates shown in the *International Customs Journals* are subject to change after the *Journals* are published. Comprehensive editions, (Supplements) covering major changes are published by the International Customs Tariffs Bureau in Brussels and may be purchased from the Clearinghouse as they become available.

Major changes in tariffs of individual foreign countries are also reported each week in the "Foreign Government Actions" section of *International Commerce*. For latest tariff information

on individual products imported into specific foreign countries, consult your local Department of Commerce Field Office.

The journals, previously available only on a loan basis, may be purchased from the Clearinghouse, U.S. Dept. of Commerce, Springfield, Va., 22151. Attn: Code 410-60. Prices of the bound paper edition and microfiche (64 pages reproduced on a 4 x 5 inch negative) are given in the accompanying table.

Country	Code Number	Bound	Microfiche
Austria	PB—169260	$6.00	$1.25
Bulgaria	PB—169253	1.00	.50
Kingdom of Burundi	PB—169263	4.00	1.00
Canada	PB—169274	5.00	1.00
Ceylon [1]	PB—169270	2.00	.50
Colombia	PB—169272	5.00	1.00
Czechoslovakia [1]	PB—169278	4.00	.75
Denmark [3]	PB—169266	4.00	.75
East Africa [2]	PB—169271	2.00	.50
Finland [3]	PB—169269	6.00	1.50
Germany	PB—169262	7.00	1.50
Great Britain/N. Ireland [3]	PB—169287	6.00	1.25
Ghana [1]	PB—169282	1.00	.50
Greece [4]	PB—169283	6.00	1.50
Guinea	PB—169258	4.00	.75
Hungary	PB—169567	3.00	.75
Iceland	PB—169268	4.00	.75
India [2]	PB—169256	3.00	.75
Ireland [2]	PB—169259	6.00	1.25
Italy [1]	PB—169281	7.00	1.75
Jordan	PB—169277	4.00	.75
Libya	PB—169290	3.00	.75
Malaysia [2]	PB—169264	2.00	.75
Mali	PB—169257	4.00	.75
Isle of Man	PB—169288	1.00	.50
Mauritius [1]	PB—169279	2.00	.50
Morocco [2]	PB—169285	3.00	.75
Nigeria	PB—169566	4.00	.75
Norway [3]	PB—169267	6.00	1.50
Peru [2]	PB—169261	6.00	1.25
Reunion Island	PB—169291	1.00	.50
Rwanda	PB—169275	4.00	.75
South Africa	PB—169255	6.00	1.25
Spain	PB—170512	6.00	1.25
Sweden	PB—169276	6.00	1.25
Switzerland	PB—169265	6.00	1.25
Tunisia [2]	PB—169280	4.00	.75
United Arab Republic	PB—169289	4.00	.75
USA	PB—169293	7.00	1.50
USSR	PB—169254	1.00	.50
Zambia [2]	PB—169273	3.00	.75

[1] Issues which are useful only as a guide to the Nation's tariff structure—duty rates have changed extensively since publication of the journals for Ceylon, Czechoslovakia, Ghana, Italy, and Mauritius.

[2] Journals which are generally reliable for duty rates and tariff structure, with only a few duty rates having changed since publication of the issues on East Africa (Kenya, Tanganyika, and Uganda), India, Ireland, Malaysia, Morocco, Peru, Tunisia, and Zambia.

[3] Copies which accurately show duty rates on imports from the U.S., but where preferential duty rates on imports from certain countries (EFTA, EEC, or Commonwealth) have changed since publication—Denmark, Finland, Great Britain and Northern Ireland, and Norway.

[4] Preferential duty rates on imports from EEC countries have changed since publication of the Journal on Greece; otherwise, it is generally reliable for duty rates and tariff structure.

FOREIGN MARKET SURVEYS

The Foreign Market Surveys prepared by overseas market research firms for use in the Commerce Department's Office of International Trade Promotion's export expansion activities, have been added to the growing list of publications now available to U.S. exporters through the Commerce Clearinghouse.

First titles in the series, which are detailed studies of the market for specific commodities in individual countries, include (the first price is for bound copies, the second for microfiche):

☐ The West German Plastics Market. PB-170 344, $4 or 75¢.

☐ The Market for Aircraft Maintenance Equipment in Japan. PB-170 345, $4 or $1.

☐ The Market for Aircraft Communications Equipment in Japan. PB-170 346, $3 or 50¢.

☐ The Industrial Instrumentation Market in Mexico. PB-170 347, $2 or 50¢.

☐ The Packaging and Packing Equipment Market in Mexico. PB-170 348, $2 or 50¢.

☐ The Japanese Market for Hotel, Restaurant and Institutional Kitchen Equipment. PB-170 349, $3 or 75¢.

☐ The Market for Equipment and Appliances for Institutional Kitchens in France. PB-170 350, $2 or 50¢.

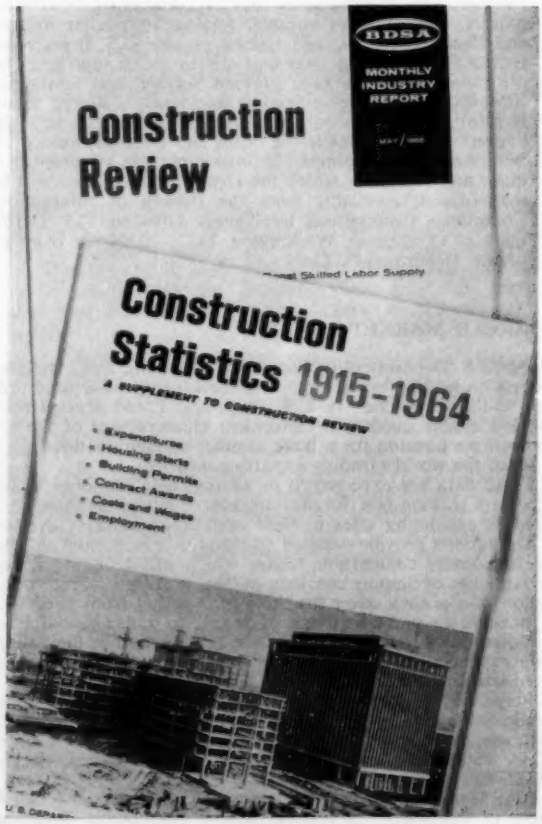
☐ The Dental Equipment Market in Italy. PB-170 351, $3 or 75¢.

☐ The Market for Food Processing Equipment in Italy. PB-170 352, $2 or 50¢.

☐ The Commercial and Industrial Refrigeration Machinery and Equipment Market in Spain. PB-170 353, $3 or 50¢.

Write: Clearinghouse, U.S. Dept. of Commerce, Springfield, Va., 22151.

Additional Foreign Market Surveys, not available from the Clearinghouse, listed on page 16.



Trade Lists

TRADE LISTS. These are available to help U.S. firms find customers, agents, distributors, licensees and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one foreign country. Each list also contains a summary of basic trade and industry data, including a brief analysis of foreign trade in the commodity covered, government regulations affecting trade, and other useful information.

Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled. Available for $1 per country for each commodity classification from any Department of Commerce Field Office or from the Bureau of International Commerce, Commercial Intelligence Division, Washington, D.C., 20230.

Trade lists are compiled by commodity for individual countries. Lists generally are available in the following classifications for the first group of countries shown below. The number of commodity classifications made available for any particular country is based upon the established channels of trade and actual or potential commerce in the merchandise covered. Key: A—Agents; D—Dealers or Distributors; E—Exports; I—Importers; M—Manufacturers; P—Producers; R—Refiners.

Air-Conditioning & Refrigeration Equipment—ID&M
Aircraft & Aeronautical Equipment—I&D
American Firms, Subsidiaries & Affiliates
Architects, Builders, Contractors & Engineers
Automotive Vehicles & Equipment—I&D
Beverages, Alcoholic—I&D
Boat & Ship Builders, Repairs & Chandlers
Books, Magazines & Periodicals—I&D
Boots & Shoes—I&D
Canneries & Frozen Foods—P&E
Chemicals—I&D
Clothing—M
Coal, Coke & Fuel—I&D
Confectionery—ID&M
Cooperage & Containers—I&D
Curios, Novelties & Handicrafts—M&E
Dairy Producers
Dental Supply Houses
Dry Goods & Clothing—I&D
Electronic Equipment for Home Entertainment, Phono-Records & Pre-Recorded Tapes—ID&M
Electronic Equipment, Electron Tubes & Other Electronic Components & Accessories—ID&M
Feedstuffs—ID&M
Fertilizers—IDM&E
Fruits & Nuts—ID&E
Furniture—I&D
Glass & Glassware—ID&M; Chinaware & Household Pottery Products—I&D
Hardware—I&D
Hides, Skins & Furs—ID&E
Household Appliances—I&D
Instruments, Medical, Surgical, Hospital Scientific & Process—ID&M
Iron & Steel, Nonferrous Metals & Building Materials—I&D
Jewelry, Silverware, Timepieces & Giftware—I&D
Laundry & Dry Cleaning Industry
Leather & Shoe Findings—I&D
Lumber, Plywoods & Veneer—IA&E
Machine Tools, Dies, Other Metalworking Machinery & Industrial Furnaces—I&D
Machinery, Equipment & Supplies Electrical—I&D
Machinery & Equipment, Except Electrical—I&D
Machinery & Equipment, Farm—ID&M
Meat Packing, Sausage & Casings
Medicinal & Toilet Preparations—ID&M
Metallurgical & Metal Working Plants
Mining Companies & Exporters of Ores
Musical Instruments—I&D
Office Supplies & Equipment, Paper & Stationery—I&D
Oils (Animal, Fish & Vegetable)—IDPR&E
Paints, Varnishes & Pigments—ID&M
Petroleum Products—IDP&R
Photographic Supplies Dealers & Photographers
Plastics Materials—ID&M
Printers, Lithographers, Engravers & Publishers
Provisions—I&D
Pulp & Paper Mills
Seeds & Bulbs—ID&E
Sporting Goods, Toys & Games—I&D
Textile Industry
Tobacco & Tobacco Products—ID&M
Vending Machines—I&D

Countries for which lists are available:

Commodity Lists

Algeria	Greece	Norway
Argentina	Guatemala	Pakistan
Australia	Haiti	Panama
Austria	Honduras	Peru
Belgium	Hong Kong	Philippines
Bolivia	India	Portugal
Brazil	Iran	South Africa
Ceylon	Iraq	Spain
Chile	Israel	Sweden
Colombia	Italy	Switzerland
Costa Rica	Jamaica	Syria
Denmark	Japan	Thailand
Dominican Republic	Lebanon	Trinidad
Ecuador	Malaysia	Tunisia
El Salvador	Mexico	Turkey
Finland	Morocco	United Arab Rep.
France	Netherlands	United Kingdom
Germany, Federal Republic of & West Berlin	Neth. Antilles	Uruguay
	New Zealand	Venezuela
	Nicaragua	

Instead of separate commodity lists, single lists covering all types of firms are compiled for smaller countries and areas where trade is not specialized, as follows:

Business Firms Lists

Aden	Ghana	Mozambique
Afghanistan	Gibraltar	Nepal
Angola	Guadeloupe, Martinique and French Guiana	Niger
Azores		Nigeria
Bahamas	Guiana, British	Nyasaland (Malawi)
Bahrein Islands	Guinea, Portuguese	Paraguay
Barbados	Honduras, British	Reunion
Bermuda	Iceland	Rhodesia, Northern (Zambia)
Burundi	Indonesia	Rhodesia, Southern
Cameroun	Ireland	Rwanda
Cape Verde Islands	Ivory Coast	St. Pierre & Miquelon
Central African Republic	Jordan	Saudi Arabia
Chad	Kenya	Senegal
Congo, Republic of (Brazzaville)	Korea	Sierra Leone
	Kuwait	Somali Republic
Congo, Republic of the (Leopoldville)	Laos	Sudan
	Liberia	Surinam
Corsica	Libya	Taiwan
Cyprus	Luxembourg	Tanzania
Dahomey	Madeira Islands	Togo
Ethiopia	Malagasy Republic	Uganda
French Somaliland	Mali	Upper Volta
Gabon	Malta	Viet-Nam
Gambia	Mauritania	
	Mauritius	

Lists of Government Controlled Monopolies or State Trading Organizations available for the following countries:

Lists of State Trading Organizations

Bulgaria	Germany, East	Rumania
Burma	Guinea	U.S.S.R.
Cambodia	Hungary	Yugoslavia
Czechoslovakia	Poland	

TRADE MISSION REPORTS. Opportunities for U.S. trade with countries that are visited by U.S. trade missions are noted in the following reports. For sale by the U.S. Department of Commerce and its Field Offices.

☐ AUSTRALIA, SELLING TO. 1964. 36 pp. 30¢.

☐ AUSTRIA, EXPORT TO. 1963. 20 pp. 20¢.

☐ BURMA, DOING BUSINESS WITH. 1962. 36 pp. Free.

☐ CYPRUS AND ISRAEL, DOING BUSINESS IN. 1962. 31 pp. 25¢.

☐ EAST AFRICA—DO BUSINESS IN KENYA, TANGANYIKA, UGANDA. 1963. 49 pp. 35¢.

☐ GERMANY, EXPORT TO. 1964. 24 pp. 25¢.

☐ GREECE, DOING BUSINESS IN. 1963. 24 pp. 25¢.

☐ HONG KONG, TRADE WITH. 1963. 22 pp. 20¢.

☐ ITALY, INDUSTRY AND OPPORTUNITY IN. 1963. 32 pp. 25¢.

☐ JAPAN, DOING BUSINESS IN. 1962. 16 pp. 25¢.

☐ KENYA, TANGANYIKA, UGANDA, DO BUSINESS IN. 49 pp. 1963. 35¢.

☐ MALAYSIA, TRADE WITH. 1963. 36 pp. 25¢.

☐ NEW ZEALAND, SELLING TO. 1964. 32 pp. 25¢.

☐ SPAIN, DOING BUSINESS IN. 1963. 35 pp. 25¢.

☐ SWITZERLAND, SELL U.S. GOODS IN. 1963. 24 pp. 20¢.

☐ VENEZUELA, TRADE WITH. 1964. 29 pp. 25¢.

The following Trade Mission Reports appeared in special issues of INTERNATIONAL COMMERCE, and are for sale by Superintendent of Documents, Washington, D.C., 20402, at 35¢ per copy.

☐ CARIBBEAN: GUYANA, SURINAM, NETHERLANDS ANTILLES, INTERNATIONAL COMMERCE, June 13, 1966.

☐ CENTRAL AMERICA, INTERNATIONAL COMMERCE, September 7, 1964.

☐ COLOMBIA, INTERNATIONAL COMMERCE, August 30, 1965.

☐ ETHIOPIA, SUDAN, AND SOMALIA, INTERNATIONAL COMMERCE, December 20, 1965.

☐ INDIA, INTERNATIONAL COMMERCE, April 26, 1965.

☐ IRAN AND AFGHANISTAN, INTERNATIONAL COMMERCE, May 30, 1966.

☐ IRAQ, KUWAIT, AND LEBANON, INTERNATIONAL COMMERCE, June 14, 1965.

☐ MALAYSIA AND HONG KONG, INTERNATIONAL COMMERCE, January 17, 1966.

☐ PHILIPPINES, INTERNATIONAL COMMERCE, April 19, 1965.

☐ RUMANIA AND POLAND, INTERNATIONAL COMMERCE, November 15, 1965.

☐ SAUDIA ARABIA, INTERNATIONAL COMMERCE, April 11, 1966.

☐ SPAIN, INTERNATIONAL COMMERCE, January 4, 1965.

☐ TAIWAN, INTERNATIONAL COMMERCE, May 24, 1965.

☐ THAILAND, INTERNATIONAL COMMERCE, May 31, 1965.

☐ YUGOSLAVIA, INTERNATIONAL COMMERCE, December 7, 1964.

Copies of the QUARTERLY INDEX TO INTERNATIONAL COMMERCE are available on request to a Department of Commerce Field Office or the U.S. Department of Commerce, Publications Sales and Distribution, Washington, D.C., 20230.

☐ Quarterly Index to INTERNATIONAL COMMERCE, January-March 1966.

☐ Quarterly Index to INTERNATIONAL COMMERCE, October-December 1965.

☐ Quarterly Index to INTERNATIONAL COMMERCE, July-September 1965.

Other Publications for Use in World Trade

BUREAU OF THE CENSUS

FT 210 U.S. Imports for Consumption and General Imports; SIC-Based Product Code by Area: 1964 and 1965

New series. Annual summaries of U.S. import data for major trading areas. Import data originally compiled under approximately 10,000 classifications of the Tariff Schedules of the United States Annotated (TSUSA) are consolidated, summarized, and presented in about 2,000 commodity classifications based on the Standard Industrial Classification System (SIC). Includes two conversion lists showing SIC-based import products classifications by TSUSA classes, and TSUSA classifications by SIC-based import product classes. $1.50. Available from Superintendent of Documents, Government Printing Office, Washington, D.C. 20402 or any Department of Commerce field office. Make check or money order payable to Superintendent of Documents.

Foreign Commerce and Navigation of the United States, 1946-1963

Summary in statistical form of data on U.S. export and import activities from 1946 to 1963. Gives complete statistical history of U.S. foreign trade during this period. Includes an index to commodity classifications and other explanatory materials. 916 pp. $6 copy. Available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Make check or money order payable to the Superintendent of Documents.

FT 246 U.S. Imports, TSUSA Commodity by Country of Origin, 1965

New report series. Shows annual U.S. import data in terms of TSUSA (Tariff Schedules of the United States Annotated) commodity classifications by country origin. Data are presented in two tables: "U.S. imports for consumption—net quantity and dollar value for approximately 10,000 TSUSA commodity classifications by country of origin"; and "U.S. general imports —net quantity and dollar value of selected TSUSA commodity totals where there is a difference of $10,000 or more between imports for consumption and general imports." (Comparable data for 1964 were issued in an unnumbered publication, "U.S. Imports for Consumption and General Imports: 1964-Tariff Schedules Annotated by Country.") $2.75 copy. Available from Superintendent of Documents, Government Printing Office, Washington, D.C. 20402 or any U.S. Department of Commerce field office. Make check or money order payable to Superintendent of Documents.

Census Bureau Detailed Reports

Yearly subscriptions to the following Census reports should be placed with the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Subscription price includes 12 monthly issues unless otherwise stated. Remittance should be made by check or money order payable to the Superintendent of Documents, U.S. Government Printing Office. Coupons or authorization to charge an account with the Superintendent of Documents are also acceptable (please report account number when using this method of payment).

FT 125 U.S. Imports of Merchandise for Consumption

Summarizes data in terms of Schedule A commodity groupings: Commodity by country, area by commodity, and country by commodity. Monthly and cumulative, January-to-date data. $10 year. $2.25 additional for foreign mailing. $1.50 single copy.

FT 130 U.S. General Imports of Cotton Manufactures

Reported by Country of origin by Geneva Agreement category. $1 year. 10¢ single copy. Available from the Bureau of the Census, Washington, D.C. 20230. Make check or money order payable to Superintendent of Documents

FT 350 U.S. General Imports of Merchandise—Commodity, Country, and Method of Transportation

New series. Replaces in part **FT 785, U.S. Exports and Imports by Air,** which has been discontinued. Gives value of imports for all methods of transportation combined, and the value of imports and shipping weight by vessel and by air. Covers 600 commodities in the Schedule A (imports) subgroup classifications, which generally are comparable to the 4-digit level of the Standard International Trade Classification (SITC). Data is given for commodities by country, and for countries by commodity. Monthly and annual, January 1966 to date. $8 year. $2 additional for foreign mailing. 70¢ single copy. Subscription effective with January 1966 data.

FT 410 U.S. Exports

Summarizes data in terms of Schedule B groupings: Commodity by country. Monthly and cumulative, January-to-date data. Subscription effective with January 1966 data. $25 year. $6.50 additional for foreign mailing. Prices for single copies vary.

FT 420 U.S. Exports

Summarizes data in terms of Schedule B groupings: area by commodity, country by commodity. Monthly and cumulative, January-to-date data. Subscription effective with January 1966 data. $10 year. $2.50 additional for foreign mailing. Prices of single copies vary.

FT 750 U.S. Exports of Merchandise—Commodity, Country, and Method of Transportation

New series. Replaces in part **FT 785, U.S. Exports and Imports by Air,** which has been discontinued. Gives value of exports for all methods of transportation combined, and the value and shipping weight of exports by vessel and by air. Covers 600 commodities in the Schedule B (exports) subgroup classifications, which generally are comparable to the 4-digit level of the Standard International Trade Classification (SITC). Data is given for commodities by country, and for countries by commodity. Monthly and annual. January 1966 to date. $8 year. $2 additional for foreign mailing. 70¢ single copy. Subscription effective January 1966.

FT 800 U.S. Trade With Puerto Rico and With U.S. Possessions

Includes annual. $1.50 year. 50¢ additional for foreign mailing. 15¢ single copy.

Schedule B Statistical Classification of Domestic and Foreign Commodities Exported From the United States

Basic book and supplements. January 1, 1965, edition. $6 year. $1.50 additional for foreign mailing.

Census Bureau Summary Reports

Yearly subscriptions to the following Census reports should be placed with the Bureau of the Census, Washington, D.C., 20233. Remittance should be made by check or money order (or Superintendent of Documents coupons) payable to Superintendent of Documents and mailed with the order to the Bureau of the Census.

FT 900 Series

Includes all reports in the FT 900 series, as follows: *FT 900-E, U.S. Total Export Trade; FT 900-I, U.S. Total Import Trade; FT 930-E, U.S. Export Trade by Commodity; FT 930-I, U.S. Import Trade by Commodity; FT 950-E, U.S. Export Trade by Country; FT 950-I, U.S. Import Trade by Country; FT 970-E, U.S. Export Trade by District; FT 970-I, U.S. Import Trade by District; FT 975, Foreign Trade Vessel Entrances and Clearances* (by calendar year only); *FT 985, Waterborne Foreign Trade Statistics* (includes annual); and *FT 986, Airborne Foreign Trade Statistics* (includes annual). Subscriptions to single parts not available. Subscriptions expire with calendar year data. No multiple year subscriptions accepted. $5 year. $2.50 additional for foreign mailing. 10¢ single copy.

FT 810 Bunker Oil and Coal Laden in United States on Vessels Engaged in Foreign Trade

Includes annual. $1 year. 10¢ single copy.

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FT 600 U.S. Waterborne Foreign Trade

Trade area by U.S. Coastal District. Includes annual. $1 year. 50¢ additional for foreign mailing. 10¢ single copy.

BUSINESS AND DEFENSE SERVICES ADMINISTRATION (BDSA)

All publications issued by BDSA are available from Department of Commerce Field Offices or from Sales and Distribution Branch, Office of Administrative Services, U.S. Department of Commerce, Washington, D.C., 20230, and from Superintendent of Documents, Washington, D.C., 20402, where indicated by asterisk.

Publications

☐ A checklist of publications that includes data on monthly and quarterly industry reports as well as all other BDSA publications. March 1966. Free.

☐ *The U.S. Industrial Outlook for 1966:* 81 Selected Industries. 1965. 224 pp. $1*.

☐ *BDSA: How It Works with Business for Business.* 1965. 8 pp. Free.

Industry Reports, Periodicals

☐ *Chemicals Industry Report. Quarterly.* Trends in production, shipments, and inventories and articles on world industry developments. $1 a year. $1.25 to foreign address. 30¢ single copy.*

☐ *Construction Review. Monthly.* Outlooks, feature articles, construction statistics. $3 a year. $4.25 to foreign address. 30¢ single copy.*

☐ *Containers and Packaging Industry Report. Quarterly.* Economic review and outlook, analyses of container trends and developments. Feature articles on domestic and foreign trade. 75¢ a year. $1 to foreign address. 20¢ single copy.*

☐ *Copper Industry Report. Quarterly* (with annual summary). Supply-demand analyses and projections, imports and exports, inventories and shipments of producers and fabricators. 75¢ a year. $1 to foreign address. 15¢ single copy.*

☐ *Marketing Information Guide. Monthly* (with annual cumulative index). Annotations of selected, current Government and non-Government marketing materials. $2 a year. $2.75 to foreign address. 15¢ single copy.*

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☐ *Pulp, Paper and Board Industry Report.* Quarterly. Analyses, feature articles and statistics on production, world markets, inventories, and prices. 75¢ a year. $1 to foreign address. 20¢ single copy.*

* Available on subscription from Superintendent of Docu-

ments, Washington, D.C., 20402. Single copies may be purchased from the U.S. Department of Commerce, Washington, D.C., 20230, or from the Department of Commerce Field Offices. Single copies of *Construction Review* and *Marketing Information Guide* may also be purchased from the Superintendent of Documents.

Industrial Modernization

Aids to Modernization

☐ *How to Succeed by Really Trying.* 1964. 38 pp. 25¢.
Industrial Modernization Conference Reports (Free): ☐ Narragansett–March 25, 1965; ☐ Connecticut–October 20, 1964; ☐ Hudson-Mohawk Valleys–October 15, 1964; ☐ Central Tennessee–October 8, 1964; ☐ Western Michigan–October 1, 1964; ☐ Indiana State–September 30, 1964; ☐ New England–June 10, 1964; ☐ New Jersey–June 4, 1964; ☐ Long Island–April 16, 1964; ☐ Mid-Ohio Valley–February 26, 1964; ☐ Southwestern (Oklahoma City)–January 17, 1964; and ☐ Tri-State (Pittsburgh)–January 9, 1964.

☐ Businessmen Speak out for Modernization. 1966. 101 pp. 35¢.

U.S. Trade, Manufacturing Data

☐ U.S. Plywood Imports, 1960-64. 1965. 14 pp. 10¢.

☐ Confectionery Manufacturers Sales and Distribution, 1965. Issue 1966. 20 pp. 25¢.

☐ Industrial Diamond & Small Diamond Dies: U.S. Consumption and Trade. 1966. 22 pp. 25¢.

☐ Salad Dressing, Mayonnaise & Related Products, 1964. 1965. 14 pp. 25¢.

☐ U.S. Lumber Exports, 1964. 1965. 11 pp. 10¢.

☐ U.S. Lumber Exports, 1963. 1964. 6 pp. 10¢.

☐ U.S. Lumber Exports, 1962. 1964. 16 pp. 10¢.

☐ U.S. Lumber Imports, 1964. 1965. 6 pp. 10¢.

☐ U.S. Lumber Imports, 1963. 1964. 11 pp. 10¢.

☐ U.S. Lumber Imports, 1962. 1964. 5 pp. 10¢.

☐ U.S. Foreign Trade in Photographic Goods, 1963. 1964. 39 pp. 25¢.

☐ United States Trade in Jewel Bearings and Related Components, 1959-64. 1966. 6 pp. 10¢.

☐ U.S. Foreign Trade in Photographic Goods, 1962. 1963. 35 pp. 25¢.

Overseas Market and Industry Surveys

See also *"Foreign Market Surveys,"* page 12.

Foreign Market Surveys:

☐ The Market for Metal-Working Equipment in Mexico. 1966. 58 pp. 50¢.

☐ Dairy Machinery in West Germany. 1966. 18 pp. 25¢.

☐ Boating Accessories and Equipment in Italy. 1966. 24 pp. 25¢.

☐ Boating Accessories in the United Kingdom. 1966. 37 pp. 50¢.

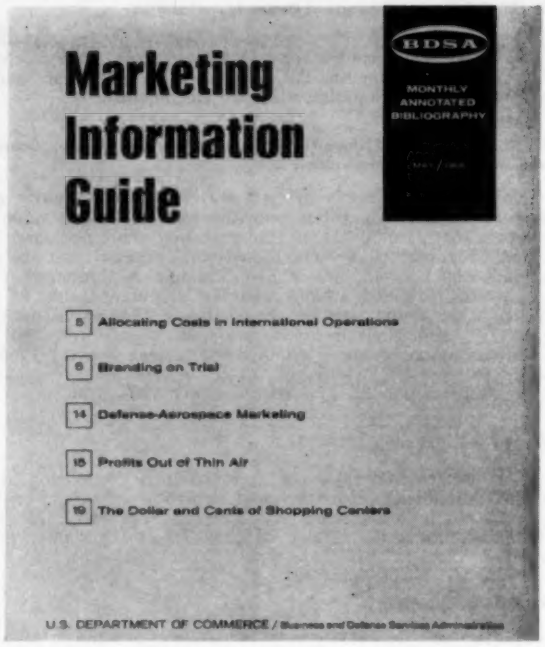
☐ Children's Clothing in Italy. 1965. 27 pp. 25¢.

☐ Automotive Service and Repair Equipment in Sweden. 1965. 14 pp. 25¢.

☐ Electroplating and Metal Finishing Equipment in the United Kingdom. 1965. 38 pp. 50¢.

☐ Machine Tools and Other Metalworking Equipment in Spain. 1965. 39 pp. 50¢.

☐ Audio-Visual Equipment in the United Kingdom. 1965. 44 pp. 50¢.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BDSA
MONTHLY ANNOTATED BIBLIOGRAPHY
5 Allocating Costs in International Operations
9 Branding on Trial
14 Defense-Aerospace Marketing
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19 The Dollar and Cents of Shopping Centers
U.S. DEPARTMENT OF COMMERCE

☐ Corrosion Protection Methods and Materials in Sweden. 1965. 43 pp. 50¢.

☐ Food Produce in Thailand. 1965. 12 pp. 10¢.

☐ Self-Service Store and Supermarket Equipment, West Germany. 1965. 40 pp. 50¢.

☐ Foundry Equipment in the Federal Republic of Germany. 1965. 5 pp. 10¢.

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☐ Metal Cutting Machines in Malaya. 1965. 29 pp. 25¢.

☐ Welding Equipment in the Netherlands. 1965. 17 pp. 25¢.

Industry Surveys:

☐ *Fur Facts and Figures: A Survey of the U.S. Fur Industry.* 1966. 20 pp. 25¢.

☐ *The Market for Automatic Vending Machines in the United Kingdom.* 1963. 36 pp. 20¢.

☐ *Market for Men's and Boys' Clothing in Western Europe.* 1964. 63 pp. 30¢.

☐ *The Copper Industry in the Soviet Union.* 1963. 8 pp. 10¢.

☐ *The Market for Costume Jewelry in West Germany.* 1963. 28 pp. 20¢.

☐ *The Market for Semiconductor Devices in West Germany and Italy.* 1964. 24 pp. 15¢.

☐ *The Market for Selected U.S. Household and Commercial Gas Appliances in Selected Foreign Countries.* A series 1962-63. Pages vary from 2-10. 10¢ each. ☐ Australia; ☐ Austria; ☐ Belgium; ☐ Brazil; ☐ Cambodia; ☐ Canada; ☐ Chad; ☐ Colombia; ☐ Denmark; ☐ El Salvador;

☐ Finland; ☐ France; ☐ Greece; ☐ Honduras; ☐ Hong Kong; ☐ Iceland; ☐ Iran; ☐ Iraq; ☐ Ireland; ☐ Italy; ☐ Ivory Coast; ☐ Japan; ☐ Lebanon; ☐ Malagasy; ☐ Mexico; ☐ Netherlands; ☐ New Zealand; ☐ Nicaragua; ☐ Panama; ☐ Paraguay; ☐ Peru; ☐ Philippines; ☐ Portugal; ☐ Senegal; ☐ Singapore; ☐ South Africa; ☐ Sweden; ☐ Switzerland; ☐ Thailand; ☐ United Kingdom; ☐ Venezuela; ☐ West Germany.

☐ *Development of the Japanese Photographic Products Industry, 9612.* 1963. 24 pp. 15¢.

☐ *The Market for Selected Photographic Products in the United Kingdom and France.* 1964. 27 pp. 15¢.

World Survey of Civil Aviation. A series.

☐ *Continental Europe and Ireland.* July 1965.

☐ *United Kingdom.* 1965. 16 pp. 15¢.

BDSA Market Information Series (Overseas Business Reports): See following Countries under Overseas Business Reports for BDSA Market Information reports:

Argentina, Australia, Denmark, France, Germany, Greece, Italy, Japan, Mexico, Netherlands, Sweden, and United Kingdom.

World Trade and Production

☐ Free World Production and Trade in Selected Household Appliances: 1961-63. OBR 65-80. (BDSA) 10 pp. December 1965.

☐ World Trade in Machine Tools, 1961-64. 1966. 32 pp. 30¢.

☐ *World Motor Vehicle Production and Registration, 1963-64.* 1965. 6 pp. 5¢.

World Newsprint Supply-Demand. A series. Prepared by BDSA for House Committee on Interstate and Foreign Commerce, Washington, D.C., and issued as House reports. Free. Available from House Committee.

☐ *Outlook Through 1966.* 1964 (House Report No. 1899, 88th Congress, 2nd Session). 37 pp.

☐ *Outlook Through 1965.* 1963. (House Report No. 871, 88th Congress, 1st Session). 37 pp.

☐ *World Survey of Abrasive Products, 1957-62.* 1963. 30 pp. 20¢.

General Business Publications

☐ *Aluminum Fact Book.* 1963. 90 pp. 50¢.

☐ *Construction Statistics, 1915-64, 1966.* 90 pp. 55¢.

☐ *Defense Materials System and Priorities.* 1961. *Reprinted 1965.* 32 pp. 25¢.

☐ *Engineers' Overseas Handbook.* 1965. 242 pp. $2.25.

☐ *Fluid Power Systems Equipment: Shipments and End use—1964.* 1966. 14 pp. 25¢.

Selected United States and Foreign-Language Marketing Terms and Definitions. A series of translations of selected United States marketing terms and definitions into five foreign languages. 40-43 pp. 1960. 20¢ each:

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☐ IRON AND STEEL SCRAP: Consumption Problems. 1966. 52 pp. 40¢.

☐ *Iron and Steel Industrial Defense Planning Manual.* 1965. 36 pp. 30¢.

☐ *Size and Regional Trends for Pressure Pipe in Water and Sewage Systems.* 1965. 11 pp. 10¢.

☐ *The challenge of Longwall Mining.* 1966. 11 pp. 10¢.

☐ *The Laundry and Drycleaning Industry.* A study of problems and prospects. 1965. 94 pp. 35¢.

☐ *Western Europe Standardizing Package Dimensions.* 1965. 8 pp. 10¢.

U.S. Marketing Information

☐ Measuring Markets: A Guide to the Use of Federal and State Statistical Data. 1966. 94 pp. 50¢.

☐ Facts for Marketers: West North Central Region. 1966. 33 pp. 30¢.

☐ Facts for Marketers: Mountain Region. 1966. 16 pp. 20¢.

☐ Facts for Marketers: Pacific Region. 1966. 57 pp. 40¢.

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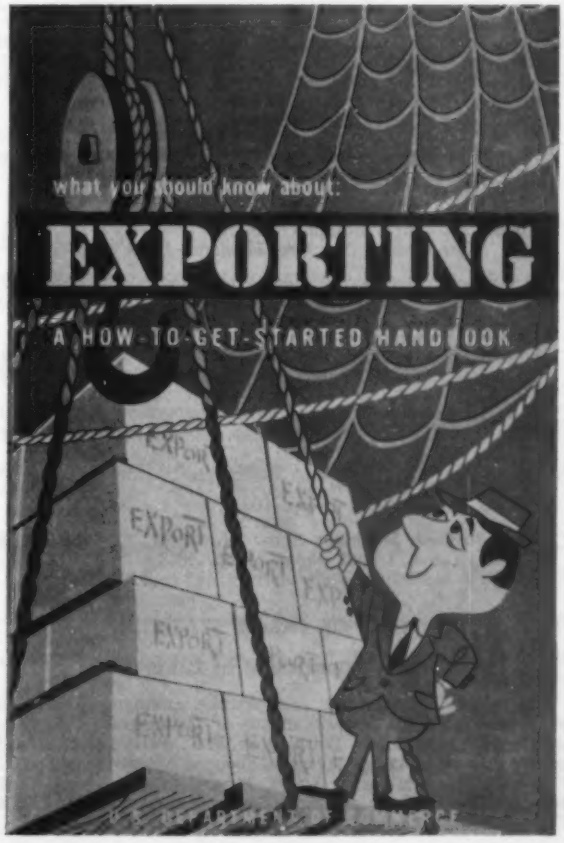
☐ Facts for Marketers: East South Central Region. 1966. 28 pp. 30¢.

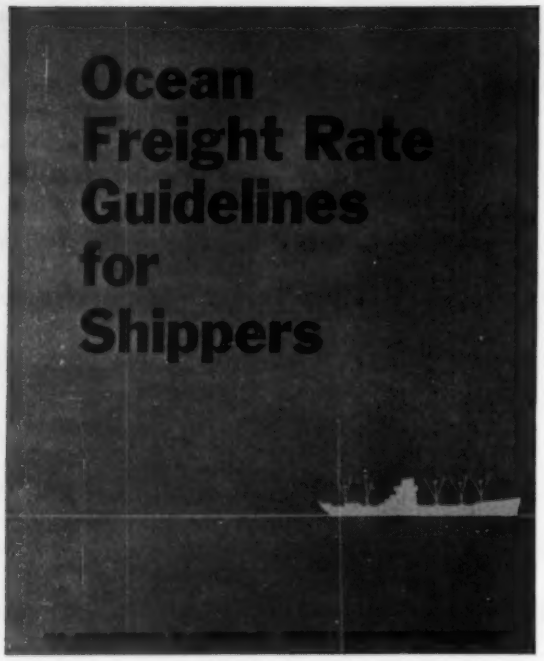
☐ Facts for Marketers: East North Central Region. 1966. 72 pp. 45¢.

☐ Facts for Marketers: Middle Atlantic Region. 1966. 80 pp. 50¢.

☐ Facts for Marketers: New England Region. 1966. 30 pp. 30¢.

☐ Facts for Marketers: South Atlantic Region. 1966. 52 pp. 35¢.





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Provide names and address of registered visitors to U.S. Trade Center Shows broken down by categories, such as traders (importers-exporters), wholesalers, retailers, manufacturers, and users of the products shown, as well as other information pertinent to the particular show. The names and addresses of Government officials of the country are usually also listed. The LISTS may be purchased from the U.S. Department of Commerce, Washington, D.C., 20230.

- ☐ Food Processing Equipment Show (February 18, 21, 22 and 23, 1966); Food Processing Equipment and Supplies Show (February 19 and 20, 1966). U.S. Trade Center, Milan, Italy. 1966. 13 pp. 25¢.
- ☐ Mining and Safety Equipment Show (February 9-23, 1966). U.S. Trade Center, Bangkok, Thailand. 1966. 8 pp. 10¢.
- ☐ U.S. Metal Surface Finishing Equipment Show (June 29-July 8, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 43 pp. 50¢.
- ☐ U.S. Industrial Pumps and Compressors Show (May 19-29, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 30 pp. 25¢.
- ☐ U.S. Air Conditioners and Dehumidifiers Show (July 22-30, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 39 pp. 50¢.
- ☐ U.S. Animal Husbandry Equipment, Accessories and Materials Show (October 12-22, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 36 pp. 50¢.
- ☐ U.S. Business Machines Show (April 21-28, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 59 pp. 50¢.

BUREAU OF LABOR STATISTICS

U.S. Department of Labor

The following labor law and practice monographs may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from any of the Bureau of Labor Statistics regional offices located at 18 Oliver St., Boston, Mass. 02110; 341 Ninth Ave., New York, N.Y. 10001; 1365 Ontario St., Cleveland, Ohio 44114; 219 S. Dearborn St., Chicago, Ill. 60604; 1371 Peachtree St., N.E., Atlanta, Ga. 30309; and 450 Golden Gate Ave., Box 36017, San Francisco, Calif. 94102.

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Free subscriptions to the Labor Developments Abroad and Labor Digest series, both described below, may be requested from the Bureau of Labor Statistics, U.S. Department of Labor, Washington, D.C. 20210.

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World Trade Information Service Reports are identified by part and number: e.g., Part 3, No. 62-27. These reports were succeeded by the OBR's. However, WTIS reports are available only from the U.S. Department of Commerce or its Field Offices. Price is 15¢ unless shown otherwise. Make remittance payable to the Superintendent of Documents.

Still other Bureau of International Commerce publications are identified by title, year of publication, number of pages, and price. Order from Superintendent of Documents.

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Note: Single copies 15¢ each.

Aden

——Basic Data on the Economy of Aden and the Federation of South Arabia. OBR 64-71. June 1964. 5 pp.

Afghanistan

——Import Tariff System of Afghanistan. Part 2, No. 62-47. 2 pp. September 1962. (Superseded WTIS, Part 2, No. 57-86.)*

——Licensing and Exchange Controls. Afghanistan, Part 2, No. 61-48. 3 pp. August 1961. 10¢. (Superseded WTIS, Part 2, No. 57-117.)*

See also Asia.

Africa (see also country listings)

——Pharmaceutical Regulations in French Speaking Africa. OBR 65-43. June 1965. 27 pp. 25¢.

——Market Indicators for Africa. OBR 66-33.

——Market Profiles for Africa. OBR 66-36.

——Africa: Sales Frontier for U.S. Business. A supplement to International Commerce; market study. 1963. 121 pp. $1.

——Trade of the United States With Africa. Years 1958-60, and Half-Years, Part 3, No. 61-27. August 1961. 4 pp. 20¢.*

Algeria

——Basic Data on the Economy of Algeria. OBR 65-39. 16 pp. July 1965.

——Foreign Trade Regulations of the Republic of Algeria. OBR 64-122. November 1964. 8 pp. (Superseded WTIS, Part 2, No. 61-25.)*

American Republics (See also Latin America)

——Market Profiles for the Latin American Area. OBR 66-37.

Angola

——Preparing Shipments to Angola. OBR 63-85. 6 pp. April 1963. (Superseded WTIS, Part 2, No. 58-3.)

See also Africa

Argentina

——Foreign Trade Regulations of Argentina. OBR 66-21. 7 pp. May 1966.

——Market Information on Business Machines in Argentina (BDSA). OBR 65-22. 5 pp. April 1965.

——Establishing a Business in Argentina. OBR 64-33. 20 pp. April 1964.

Asia and Oceania

——Market Profiles for the Near East-South Asia. OBR 66-35. 18 pp. June 1966.

——United States Trade with Asia, 1963-64. OBR 65-59. 28 pp. August 1965.

——Market Indicators for Asia and Oceania. OBR 64-45. 28 pp. June 1964.

Australia

——Patent, Trademark, Industrial Design & Copyright Protection in Australia. OBR 65-74. 7 pp. November 1965.

——Australia, Selling to. 36 pp. 1964. 30¢. A trade mission report.

——Basic Data on the Economy of Australia. OBR 63-38. 20 pp. March 1963.
——Establishing a Business in Australia. OBR 63-108. 16 pp. July 1963. (Superseded WTIS, Part 1, No. 60-49.)*
——Foreign Trade Regulations of Australia. OBR 63-129. 11 pp. October 1963.*

Austria

——Establishing a Business in Austria. OBR 66-25. May 1966. 19 pp.
——Basic Data on the Economy of Austria. OBR 66-24. May 1966. 26 pp.
——Market Factors in Austria. OBR 65-51. 10 pp. July 1965.
——Selling in Austria. OBR 64-70. 12 pp. June 1964.
——Foreign Trade Regulations of Austria. OBR 64-57. 7 pp. June 1964.
——Austria, Export to. 1963. 20 pages. 20¢.
——Anti-Dumping Legislation in Austria. OBR 63-81. 4 pp. April 1963.
——Pharmaceutical Regulations of Austria. Part 2, No. 62-31. 3 pp. June 1962. 10¢. (Superseded WTIS, Part 2, No. 56-116.)*
See also Europe.

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Somali, Republic of, OBR 65-8 (including erratum), February 1965. 13 pp.

South Africa, Republic of, OBR 63-3, January 1963. 18 pp.

South Arabia, Federation of. *See* Aden.

Southern Rhodesia, OBR 65-70, October 1965. 6 pp.

Spain, OBR 63-157, December 1963. 19 pp.*

Sudan, OBR 63-166, December 1963. 15 pp.

Sweden, OBR 66-26, May 1966. 17 pp.

Switzerland, OBR 66-42.

Syrian Arab Republic, OBR 63-165, December 1963. 7 pp.

Taiwan, OBR 63-34, February 1963. 27 pp.

Tanzania, OBR 66-4, February 1966. 17 pp.

Thailand, OBR 63-164, December 1963. 22 pp.

Tobago, Trinidad and, OBR 65-87, December 1965. 13 pp.

Trinidad and Tobago, OBR 65-87, December 1965. 13 pp.

Tunisia, OBR 63-151, January 1964. 13 pp.

Uganda, OBR 66-19, April 1966. 17 pp.

U.S.S.R., OBR 66-9, April 1966. 27 pp.

United Arab Republic (Egypt), OBR 63-95, April 1963. 13 pp.*

Upper Volta, OBR 65-7, January 1965. 6 pp.

Uruguay, OBR 63-148, December 1963. 8 pp.

Viet Nam, OBR 63-5, March 1963. 21 pp.

Yugoslavia, OBR 64-83, July 1964. 14 pp.*

Zambia, OBR 65-57, July 1965. 9 pp.

OBR: Foreign Trade Regulations (by Country)

Algeria, Republic of, OBR 64-122, November 1964. 8 pp.*

Argentina, OBR 66-21, May 1966. 7 pp.

Argentina, OBR 64-56, June 1964. 8 pp.

Australia, OBR 63-129, October 1963. 11 pp.*

Austria, OBR 64-57, June 1964. 7 pp.

Belgium-Luxembourg, OBR 64-26, March 1964. 11 pp.

Bolivia, OBR 63-147, December 1963. 7 pp.

Brazil, OBR 66-28, May 1966. 8 pp.

Cambodia, OBR 65-2, January 1965. 7 pp.

Cameroon, Equatorial Customs Union and, (Central African Republic, Republics of Chad, Congo, Gabon), OBR 64-98, September 1964. 11 pp.

Central African Republic. *See* Cameroon.

Ceylon, OBR 64-116. September 1964. 7 pp.

Chad. *See* Cameroon.

Chile, OBR 65-84, December 1965. 8 pp.

Chile, OBR 64-23, March 1964. 8 pp.*

Colombia, OBR 66-2, January 1966. 10 pp.

Colombia, OBR 64-3, January 1964. 8 pp.

Congo, Republic of (Brazzaville). *See* Cameroon.

Congo, Republic of (Leopoldville), OBR 64-61, June 1964. 5 pp.

Costa Rica, OBR 63-155, December 1963. 8 pp.

Cyprus, OBR 65-83, December 1965. 5 pp.

Dahomey, Republic of. *See* Togo.

Denmark, OBR 65-32, June 1965. 8 pp.

Ecuador, OBR 64-28, March 1964 (Revised October 1965). 8 pp.

Egypt. *See* United Arab Republic.

El Salvador, OBR 66-17, April 1966. 6 pp.

Ethiopia, OBR 66-12, April 1966. 7 pp.

Finland, OBR 64-132, December 1964. 8 pp.

Formosa, *See* Taiwan.

France, OBR 64-136, December 1964. 9 pp.

Gabon. *See* Cameroon.

Germany, OBR 64-55, June 1964. 10 pp.

Ghana, OBR 63-135, November 1963. 6 pp.

Greece, OBR 64-66, June 1964. 8 pp.

Guatemala, OBR 64-50, May 1964. 8 pp.

Haiti, OBR 63-128, December 1963. 7 pp.

Honduras, OBR 64-21, February 1964. 8 pp.

Hong Kong, OBR 64-77, June 1964. 9 pp.

Iceland, OBR 64-107, September 1964. 8 pp.

India, OBR 63-120, September 1963. 8 pp.

Indonesia, OBR 65-3, January 1965. 11 pp.

Iran, OBR 65-82, December 1965. 7 pp.

Iraq, OBR 64-131, December 1964. 7 pp.

Ireland, OBR 64-64, June 1964. 7 pp.

Italy, OBR 64-139, December 1964. 7 pp.

Ivory Coast. *See* Togo.

Jamaica, OBR 65-15, March 1965. 6 pp.

Japan, OBR 65-11, March 1965. 11 pp.

Jordan, OBR 64-115, September 1964. 6 pp.

Korea, Republic of, OBR 64-24, March 1964. 8 pp.

Kuwait, OBR 66-13, April 1966. 5 pp.

Lebanon, OBR 65-13, March 1965. 6 pp.

Liberia, OBR 64-90, August 1964. 6 pp.

Libya, Kingdom of, OBR 65-29, May 1965. 6 pp.

Luxembourg. *See* Belgium.

Malagasy Republic, OBR 63-141, December 1963. 7 pp.

Malaysia, OBR 65-18, March 1965. 12 pp.

Mali, Republic of. *See* Togo.

Mauritania, Islamic Republic of. *See* Togo.

Mexico, OBR 64-128, December 1964. 7 pp.

Morocco, OBR 63-110, July 1963. 7 pp.

Netherlands, OBR 64-31, March 1964. 7 pp.

New Zealand, OBR 64-4, January 1964. 10 pp.

Nicaragua, OBR 64-62, June 1964. 8 pp.

Niger. *See* Togo.

Nigeria, OBR 63-122, September 1963. 10 pp.

Norway, OBR 64-137, December 1964. 8 pp.

Pakistan, OBR 65-31, June 1965. 9 pp.

Panama, OBR 63-119, September 1963. 8 pp.

Paraguay, OBR 63-144, December 1963. 7 pp.

Peru, OBR 64-99, September 1964. 8 pp.

Senegal, Republic of. *See* Togo.

Siam. *See* Thailand.

Singapore. *See* Malaysia.

South Africa, OBR 64-92, August 1964. 7 pp.

Spain, OBR 64-51, May 1964. 8 pp.

Sweden, OBR 65-14, March 1965. 9 pp.

Switzerland, OBR 65-10, February 1965. 6 pp.

Syrian Arab Republic, OBR 65-52, July 1965. 8 pp.

Taiwan, OBR 64-89, September 1964. 9 pp.

Thailand, OBR 64-54, June 1964. 8 pp.

Tobago, Trinidad and, OBR 65-33, June 1965. 4 pp.

Togo, West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and, OBR 64-60, June 1964. 11 pp.

Trinidad and Tobago, OBR 65-33, June 1965. 4 pp.

Tunisia, OBR 65-56, July 1965. 5 pp.

Turkey, OBR 64-52, May 1964. 6 pp.

United Arab Republic, OBR 63-143, December 1963. 6 pp.

United Kingdom, OBR 64-14, February 1964. 8 pp.

Upper Volta. *See* Togo.

Uruguay, OBR 66-14, April 1966. 8 pp.

Venezuela, OBR 64-73, June 1964 (revised October 1965). 8 pp.

Viet Nam, OBR 64-49, May 1964. 8 pp.

Yugoslavia, OBR 65-49, July 1965. 8 pp.

OBR: Market Indicators (by Geographic Area)

Africa, OBR 66-33,

Asia and Oceania, OBR 64-45, June 1964. 28 pp.

Europe, OBR 65-86, December 1965. 31 pp.

Europe, OBR 63-133, November 1963. 32 pp.*

OBR: Establishing a Business (by Country)

Argentina, OBR 64-33, April 1964. 20 pp.

Australia, OBR 63-108, July 1963. 16 pp.

Austria, OBR 66-25, May 1966. 19 pp.

Belgium, OBR 63-113, August 1963. 14 pp.

Brazil, OBR 66-10, March 1966. 25 pp.

Colombia, OBR 66-22, May 1966. 19 pp.

Denmark, OBR 64-18, February 1964. 8 pp.

Ethiopia, OBR 62-42, December 1962. 10 pp.*

Germany, Federal Republic of, and West Berlin, OBR 66-32

Ghana, OBR 64-12, February 1964. 7 pp.

Greece, OBR 66-15, April 1966. 15 pp.

Greece, OBR 62-10, November 1962. 17 pp.*

Hong Kong, OBR 64-9, January 1964. 17 pp.*

India, OBR 65-48, July 1965. 18 pp.

Kuwait, OBR 63-91, April 1963. 5 pp.

Lebanon, OBR 62-41, December 1962. 8 pp.

Libya, OBR 63-116, August 1963. 11 pp.

Malaysia, OBR 64-78, June 1964. 18 pp.

Morocco, OBR 65-17, March 1965. 12 pp.

Netherlands, OBR 64-1, January 1964. 12 pp.

Nigeria, OBR 65-21, April 1965. 18 pp.

Siam, *See* Thailand.

Singapore, OBR 66-27, May 1966. 10 pp. *Also see* Malaysia.

South Africa, Republic of, OBR 65-38, June 1965. 15 pp.

Spain, OBR 63-140, November 1963. 9 pp.

Sweden, OBR 65-62, August 1965. 12 pp.

Thailand, OBR 63-27, January 1963. 10 pp.

United Kingdom, OBR 64-46, April 1964. 7 pp.*

Venezuela, OBR 64-141, December 1964. 19 pp.

OBR: Market Factors (by Country)

Austria, OBR 65-51, July 1965. 10 pp.

Belgium, OBR 64-142, December 1964. 14 pp.

France, OBR 65-47, July 1965. 13 pp.

Germany, Federal Republic of, OBR 65-16, March 1965. 7 pp.

Greece, OBR 65-5, January 1965. 7 pp.

Iran, OBR 63-152, December 1963. 8 pp.

Italy, OBR 65-23, April 1965. 9 pp.

Lebanon, OBR 64-32, March 1964. 7 pp.

Netherlands, OBR 64-67, June 1964. 12 pp.

Pakistan, OBR 65-24, April 1965. 9 pp.

Peru, OBR 64-76, June 1964. 12 pp.

Turkey, OBR 65-63, August 1965. 10 pp.

United Arab Republic, OBR 64-117, September 1964. 7 pp.

Yugoslavia, OBR 64-140, December 1964. 8 pp.

OBR: Patent and Trade Regulations (by Country)

Australia, OBR 65-74, November 1965. 7 pp.

Sweden, OBR 62-33, December 1962. 6 pp.*

OBR: Investment Factors and Laws (by Country)

Cameroon, Federal Republic of, OBR 62-32, December 1962. 5 pp.*

Congo, Republic of (Brazzaville), OBR 62-15, December 1962. 10 pp.*

Dahomey, Republic of, OBR 63-104, August 1963. 11 pp.

Hong Kong, OBR 62-12, December 1962. 9 pp.

India, OBR 62-40, December 1962, 26 pp.

Iran, OBR 63-15, January 1963. 6 pp.

Korea, Republic of, OBR 64-58, June 1964. 16 pp.

Malagasy Republic, OBR 63-42, March 1963. 6 pp.

Mauritania, Islamic Republic of, OBR 62-25, December 1962. 4 pp.*

Nicaragua, OBR 62-14, December 1962. 9 pp.

Niger, Republic of, OBR 63-105, July 1963. 4 pp.

Senegal, Republic of, OBR 62-31, December 1962. 6 pp.*

Turkey, OBR 63-137, November 1963. 11 pp.

Upper Volta, Republic of, OBR 63-106, July 1963. 4 pp.

OBR: Import Tariff Systems (by Country)

Burma, OBR 62-36, December 1962. 2 pp.*

Burundi, Kingdom of, and the Republic of Rwanda, OBR 63-17, January 1963. 2 pp.

Canada, OBR 63-10, January 1963. 3 pp.

Federation of Rhodesia and Nyasaland (*See* Southern Rhodesia)

Fiji Islands, OBR 63-39, March 1963. 2 pp.

Malawi. (*See* Southern Rhodesia.)

Rwanda, Republic of, and the Kingdom of Burundi, OBR 63-17, January 1963. 2 pp.

Somali Republic, OBR 63-87, April 1963. 2 pp.

Southern Rhodesia, OBR 62-26, December 1962. 2 pp.

Zambia. (*See* Southern Rhodesia.)

OBR: Economic Developments (by Country)

Belgium, 1962, OBR 63-75, March 1963. 8 pp.

Greece, 1962, OBR 63-66, March 1963. 6 pp.

Hong Kong, 1962, OBR 63-44, March 1963. 7 pp.

India, 1962, OBR 63-57, March 1963. 8 pp.

Japan, 1962, OBR 63-69, March 1963. 9 pp.

Korea, Republic of, 1962, OBR 63-64, March 1963. 7 pp.

Malaya, Federation of, 1962, OBR 63-68, March 1963. 4 pp.

Pakistan, 1962, OBR 63-53, March 1963. 8 pp.

Peru, 1962, OBR 63-76, March 1963. 8 pp.

Philippines, 1962, OBR 63-46, March 1963. 9 pp.

Taiwan (Formosa), 1962, OBR 63-36, February 1963. 6 pp.

Venezuela, 1962, OBR 63-73, March 1963. 5 pp.

OBR: Preparing Shipments (by Country)

Angola, OBR 63-85, April 1963. 6 pp.

East Africa, OBR 63-13, January 1963. 8 pp.

Ghana, OBR 63-93, April 1963. 10 pp.

Guinea, OBR 63-130, October 1963. 6 pp.

Kenya. *See* East Africa.

Morocco, OBR 63-45, February 1963. 6 pp.

Saudia Arabia, OBR 62-28, December 1962. 5 pp.

Tanganyika. *See* East Africa.

Uganda. *See* East Africa.

OBR: Selling in (by Country)

Austria, OBR 64-70, June 1964. 12 pp.

Egypt. *See* United Arab Republic.

France, OBR 65-73, October 1965. 18 pp.

Germany, OBR 65-64, August 1965. 18 pp.

Greece: Government Procurement Procedures, OBR 65-66, September 1965. 6 pp.

India: Government Procurement Procedures, ORB 64-134, December 1964. 16 pp.

Iran, OBR 64-86, July 1964. 8 pp.

Israel, OBR 65-1, January 1965. 7 pp.

Italy, OBR 65-68, October 1965. 12 pp.

Netherlands, OBR 64-133, December 1964. 16 pp.

Norway, OBR 65-61, August 1965. 8 pp.

Pakistan, OBR 64-114, September 1964. 11 pp.

Spain, OBR 65-30, May 1965. 7 pp.

Switzerland, OBR 64-108, September 1964. 13 pp.

Turkey, OBR 64-97, September 1964. 8 pp.

United Arab Republic, OBR 63-160, December 1963. 8 pp.

United Kingdom, OBR 65-26, May 1965. 12 pp.

OBR: Living Conditions (by Country)

Australia, OBR 63-11, January 1963. 10 pp.

East Africa, OBR 63-100, April 1963. 7 pp.

Greece, OBR 63-4, January 1963. 9 pp.

Guatemala, OBR 63-20, January 1963. 11 pp.

Kenya. *See* East Africa.

Libya, OBR 62-16, December 1962. 8 pp.

Morocco, OBR 63-89, April 1963. 7 pp.

Netherlands Antilles, OBR 63-35, February 1963. 10 pp.

Nigeria, OBR 63-14, January 1963. 6 pp.

Singapore, OBR 63-22, March 1963. 11 pp.

Tanganyika. *See* East Africa.

Uganda. *See* East Africa.

Sweden, OBR 62-7, November 1962. 7 pp.*

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NUCLEX STEERING COMMITTEE is the first industry-government group formed to help organize a major international trade fair promotion of U.S. leadership in the peaceful uses of the atom. Sixty American manufacturers will cooperate in the U.S. exhibition at the fair in Basel, Switzerland, Sept. 8-14. Members of the committee are: (seated, left to right) Leslie Thomas, Nuclear-Chicago Corp.; John Landis, Babcock and Wilcox Co.; Adrian Gammill, Nuclear Fuel Services Co.; J. H. Bach, Westinghouse Corp. Standing: (left to right) Charles Pelzer, Atomic Energy Commission; E. B. White, Jr., United Nuclear Corp.; Walter Munster, AEC; C. E. McColly, AEC; James Morris, Department of Commerce. Not shown are: C. Kenneth Orsinski, General Dynamics Corp.; H. H. Lindstrom, Department of Commerce; E. B. Tremmel, AEC.

Broad promotion effort builds opportunities for upcoming Tokyo self-service exhibition

Continued economic growth in Japan leads to modernization of retailing; cash registers, conveyors, refrigeration units expected to sell well

The Japanese trend toward self-service shopping offers good sales opportunities for American makers of advanced marketing equipment. To help U.S. firms capitalize on this potential, the Tokyo Trade Center has scheduled a show-and-sell exhibition of self-service equipment, Nov. 22-Dec. 1.

A broad promotion campaign is under way now to attract buyers, agents, and distributors. A market survey made for the Commerce Department indicates that Japanese businessmen look to the United States as the prime source of innovation for equipment and techniques for self-service retailing.

The phenomenal growth of the Japanese economy in the past ten years is unique among the industrialized nations of the world. Almost every area of the economy has shown great progress. With 6,500 self-service stores and supermarkets in operation, Japan now plans an expansion program calling for $100 million in equipment and installation by 1972.

Equipment in greatest demand includes labeling-pricing machines, wrapping machines, cash registers, and other business machines. Other popular U.S. equipment includes display stands, air conditioning systems, baskets and shopping carts, display-type freezers and refrigerators, fryers and roasters, weighing machines, conveyor systems and power lifts, vans for mobile supermarkets, and meat cutting saws and grinders.

A similar show of food processing equipment at the Milan Trade Center in February of this year was highly successful, with exhibitors predicting sales over the next year of $1.6 million as a result of the show.

U.S. firms interested in participating in the Tokyo show may obtain additional information from the Bureau of International Commerce (code 926), U.S. Department of Commerce, Washington, D.C. 20230. Phone: area code 202, WOrth 7-3973. Details may also be obtained from any of the Department's 42 field offices.

Japanese associations, paper sponsor 1966 Aerospace Show

The latest products of the aerospace industries will be displayed for Japanese buyers and representatives at the 1966 Tokyo Aerospace Show, Nov. 3-6, the first in an annual series of exhibitions. The show will be sponsored by the Japan Aeronautic Association, the Society of Japanese Aircraft Constructors, and Asahi Shimbun Press.

American companies are invited to display their products at the show, which will have the dual purpose of promoting civil flying and encouraging the growth of the Japanese aeronautic industry. Exhibit categories include light airplanes and helicopters, fittings and supplies, air traffic control systems, and airport construction materials.

Write: Aviation Section, Asahi Shimbun Tokyo Main Office, 2-3 Yuraku-cho, Chiyoda-ku, Tokyo.

Yugoslav exhibit highlights new firefighting equipment

American manufacturers of fire safety equipment are invited to display their wares at the International Exhibition of Firefighting Equipment and Appliances in Karlovac, Yugoslavia, Sept. 3-4. Yugoslav buyers have available $250,000 in foreign exchange specifically for the purchase of foreign products at this show. In addition, interested buyers from over 35 other countries are expected to attend. For further information write the fair management in Karlovac.

British chemists plan show

American firms with new products in the paint, printing ink, and allied fields are invited to participate in the nineteenth Oil and Color Chemists Association technical exhibition at Alexandra Palace, London, March 13-17, 1967. **Write:** General Secretary, OCCA, Wax Chandlers' Hall, Gresham St., London, E.C. 2.

DATE CHANGE

Late information indicates that the 49th Lyon, France, International Trade Fair will be held Feb. 25-Mar. 6, 1967, not April 1-10, 1967, as originally reported. The fair will include the International Woodworking Machinery Exposition, Feb. 25-Mar. 6, and the International Hardware Show, Mar. 3-6.

Write: Foire International de Lyon, Quai a Lignon, Lyon, France.

BUSINESS INTEREST ran high in all types of electronics production and packaging equipment at the show. In center of picture, Ben Austin of Affiliated Manufacturers discusses technical details of his company's automatic visual chip sorter with visiting engineers from several Italian manufacturers.

Show boosts sales of electronic equipment

Firm orders booked totaling $154,850 and sales projections over the next year of $3,629,400 highlight the final report of the Milan U.S. Trade Center's show of production equipment for the electronics industries, June 9-15. More than 1,600 persons saw the exhibits, 1,357 of whom were registered as manufacturers, agents, technicians, consultants, or otherwise related to the field of electronics.

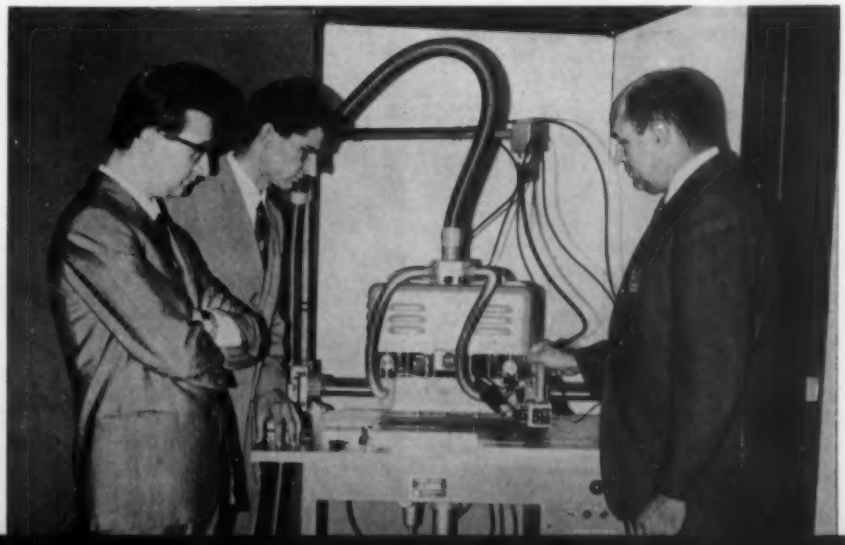
Of the 13 firms seeking European agents at the show, five had signed agreements with Italian distributors by the end of the show, and one had signed both Italian and French representatives. Under negotiation at the close of the exhibition were nine other agencies—seven in Italy, and one each in France and Germany.

Of the 43 American exhibitors, representing 52 U.S. manufacturers, 14 were new to the Italian market.

Litton World Trade Corp. of Milan, the new local agent for Fortin Laminating Corp., reported great buyer interest in Fortin epoxy glass fiber laminates. Engineers from every factory producing printed circuit boards in Italy visited the show and took samples with them for evaluation. Total yearly sales are expected to run well over one-half million dollars.

Engineered Machine Builders showed an ultrasonic stitch bonder for semiconductor production, and the company's European sales manager forecast sales of $500,000 resulting from the show.

ADVANCED PRECISION PRODUCTION MACHINERY is demonstrated (above) to potential customers by representatives of B. Freudenberg, Inc. Farsighted company men like Lee Garwook (below right) of Excellon Industries arrived in advance of the show to recruit agents, and was able to devote his time at the exhibition to active selling and training of the new representatives.



Show taps Japanese machine tool market

Briefings arranged by Trade Center lead to sales, agency agreements

Two industry-meet-industry sessions, where U.S. representatives met with officials of the Japan Machine Tool Builders' Association and the Manufacturers' Association of Japan, highlighted the exhibition of specialized machine tool accessories, held June 14-24 at the U.S. Trade Center in Tokyo. Briefing breakfasts were also held to show U.S. executives how to do business in Japan, with American Chamber of Commerce experts making suggestions.

The result of this advance planning by the Trade Center staff was a projected sales figure for the coming year of $1,704,000, and $11,721 in orders booked at the show. Twenty-eight U.S. firms participated in the exhibition, six of whom were new to the Japanese market.

Katsuji Kawamata, president of Japan Automotive Manufacturers Association and Nissan Motor Co., opened the exhibit with U.S. Ambassador to Japan Edwin Reischauer. Both spoke of the importance of machine tools in modern plant engineering and quality mass production.

Mr. Kawamata invited Joe Jatcko, vice president of Industrial Specialities, Inc., and George Crook, the company's sales manager, to tour the Nissan Auto plant. Following their tour of several plants, the two estimated impending business at $50,000 a month, supplying badly needed automation system equipment to the Japanese automobile industry.

John Burnite, manager for international operations, Burgmaster Corp., established a new license in Taiwan during the show, and had several other negotiations pending at the end of the show.

Visitors to the exhibition totaled 2,281, of whom all except about 200 were closely connected with the industrial trades.

Future shows at the Tokyo Trade Center include equipment for the aviation industry, Sept. 19-27; production equipment for the electronics industries, Oct. 25-Nov. 2; and self-service and supermarket equipment, Nov. 22-Dec. 1.

IMPORTANT VISITOR to exhibit of Burgmaster Corp. was Katsuji Kawamata (at left in above left photo), president of Japan Automotive Manufacturers Association and Nissan Motor Co., shown with U.S. Ambassador to Japan Edwin Reischauer (center) and company representative John Burnite. Japanese businessmen (above right) examine granite surface plate displayed by Rahn Co.

MACHINE TOOL INDUSTRY VISITORS show interest in equipment displayed by Electro Arc Manufacturing Co. (above) and a modern precision wave-soldering system (below) by Electrovert, Inc.

Yugoslavs pay hard cash

Success of reform measures brings renewed business activity, quickens import tempo

By RUSSELL O. PRICKETT
Commercial Officer, U.S. Embassy, Belgrade

The words "We have our own hard currency" are beginning to be heard in Yugoslavia these days as producers, acting singly or through business association, seek to purchase foreign equipment to increase their efficiency and productivity.

During the first month of 1966 confidence began to return to the Yugoslav business community, and activity is resuming after the wait-and-see atmosphere which pervaded the first months of the reform. Enterprises are moving ahead with plans for modernization and streamlining of plants, and in many cases this means that foreign equipment will be imported, even though foreign exchange remains generally in very short supply.

A number of factors account for this new activity. The success of the reform measures in achieving a measure of stability, curbing inflation and improving the country's balance of payments have provided room to move into some of the more positive activities aimed at increasing productivity and efficiency.

Measures designed to leave more funds with the enterprises, notably the elimination of the turnover tax on raw materials, the elimination of income taxes on the enterprises, and the reduction of the central investment fund's "take" of funds slated for reinvestment, are beginning to make a visible difference in the financial position of many enterprises.

More money available

More foreign currency is also available. Changes in Foreign Trade regulations have increased the amount of the foreign exchange which exporters are allowed to retain, producers are now allowed to purchase foreign currency for plant improvement with up to 20% of their amortization funds, and increased exports to hard currency areas have made more of such resources available on the basis of "export-in-order-to-import" contracts with the Foreign Trade Bank.

Concretely, the developing situation offers new possibilities for U.S. sales in industries that are starting to act on modernization plans. Representatives of over 30 enterprises expressed lively interest in American goods and equipment at the Novi Sad Agricultural Fair in early May. Wide-ranging inquiries included farm implements, food processing and packaging machinery, veterinary, pharmaceutical and feed preparations, transportation equipment of various kinds, and complete equipment for tourist hotels.

Prepare for world markets

Various institutions are helping Yugoslav producers organize for the world market. The larger export-import enterprises have been doing this for some time, providing financial assistance with the purchase of equipment and helping the producer meet the specifications of a foreign customer for canned meat or textile products, for example.

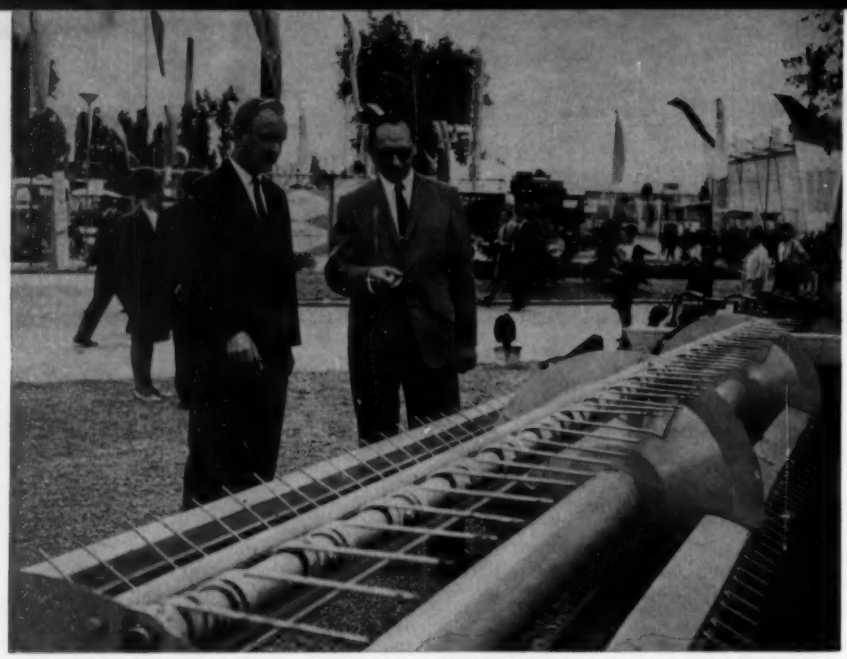
Other organizations are also stepping into this role; new business associations of producers are being formed to pool financial and technical resources, and several of the industry-oriented "councils" of the Federal Chamber of Commerce are stepping up their activities of advising and coordinating members' activities—in at least one instance inviting the participation of a foreign engineering firm to encourage plant modernization.

The reconstitution of Yugoslavia's banks under the banking law—passed a year ago and now being implemented—holds out the possibility of substantial new business developments. With the exception of the Yugoslav National Bank, all the federal, republic and local banks have been "reconstituted"—that is, their capital has been subscribed by business enterprises, which in turn have a voice as "founding members" or shareholders.

The Federal Government remains one of the founding members of the Yugoslav Investment Bank, the Bank for Foreign Trade and the Agricultural Bank, but it is limited to a minority vote, in contrast with its former position as sole establishing authority.

Another feature of the new law for the first time authorizes certain Republic and local banks—in addition to the federal banks named above—to engage in foreign business. As these banks grow in reputation, experience and resources, their responsiveness to local needs and ideas can be expected to add to the volume and

YUGOSLAVIA'S TRANSPORT SYSTEM NEEDS URGENT ATTENTION to keep it from becoming a bottleneck to the country's economic development. These men are repairing a road in East Yugoslavia.



MORE THAN 30 YUGOSLAV ENTERPRISES EXPRESSED LIVELY INTEREST IN U.S. GOODS at the Novi Sad Agricultural Fair. Machines such as this can play a big role in modernizing the Yugoslav farm industry.

types of transactions engaged in by Yugoslav enterprises.

One of the problems facing Yugoslav industry as it seeks to enter the world market has been the difficulty, given the small industrial base, of producing goods in the quantity and quality required, for example, in the United States. The Yugoslav Trade Mission to the United States is, among other things, assessing the U.S. market from the viewpoint of Yugoslavia's present and potential production capacity.

Priority industries

Some industries have already been given priority for development on the basis of past experience and readily apparent potential as dollar (or other hard currency) earners, and these are the best prospective customers for American products.

In tourism, for example, $15 million worth of credits were made available early this year for projects which could be completed in time to realize returns from the current season.

Since present facilities are virtually filled to capacity, further development must include the outfitting of complete new hotels as well as motels and pensions, restaurants, shops, and filling stations.

Other areas to be emphasized are agriculture and food processing and packaging, whose requirements were discussed above, and the mining and metal processing industries, which are moving toward automation and semi-automation in both the extracting and processing stages.

A large aluminum-producing complex, including hydro-electric facilities, has been authorized in Montenegro, and new deposits of nickel, bauxite and other ores have been found in southern Serbia. New equipment will be needed to develop these reserves as well as to modernize existing operations. Mine safety equipment has also received special attention as a result of a number of unfortunate accidents in the past year.

The basic fields of power and transport require urgent attention in order to keep shortages in these areas from becoming serious road blocks to the country's general economic development. The Yugoslav Investment Bank has approved the building of four thermal electric and two hydro-electric power stations with a total planned capacity of 5.3 billion kw.h. in different parts of the country.

The director of the Yugoslav Railway Association recently announced that planned modernization of roadbed, electrification and signaling as well as purchase and construction of needed traction equipment is also moving ahead.

Yugoslavia's attempts to produce competitively for the world market are still beset by problems. The development of these production capacities often proceeds unevenly; it might be described as "development by bottleneck". Some of the bottlenecks, moreover, are related to the very reform measures which have achieved some success in establishing stability in the economy.

Examples include a large order for much-needed agricultural machinery which nearly fell through when delays were encountered in getting agreements from the customers to export certain quantities of grain, and suspension of construction, due to the investment crackdown, of a plant to make steel for tin cans which are needed for food exports.

Another problem is presented by the shortage of capital needed for the full development of industrial capacities, and straight purchases of plant and capital goods on credit places a heavy burden on the future Yugoslav balance of payments. Increasing consideration, therefore, is being given to possible participation by foreign private capital in certain industries.

Official statements remain very general, but several proposals have been discussed between foreign (including American) and Yugoslav businessmen. These include arrangements to repay principal and a fixed guaranteed interest rate plus an additional flexible return based on the success of the enterprise, as well as repayment of plant costs with the products of the factory, and giving foreign management a free hand in running a business for a term of years or until an agreed return has been realized.

Businessmen hopeful

General rules for such transactions have not yet been established, but Yugoslav businessmen are hopeful that, if they can join with their foreign partners to put together a transaction sufficiently attractive to both sides, special approval will be forthcoming from the authorities.

Complaints have been raised in the Yugoslav press and business community about the restrictive effects of the contract system "tying" imports to exports, and current discussions in the Federal Executive Council (cabinet) envision phasing this system out by 1967 as other means of improving the country's balance of trade take effect.

Amendments to the foreign trade law and regulations which would liberalize the conduct of import and export trade, as well as some of the conditions under which foreign firms are represented here, are widely rumored to be in preparation.

Several of the positive measures to increase industrial efficiency and productivity have been discussed above—these might be called the "carrots" of the reform. But perhaps the strongest incentive toward efficient operation is the "stick"—the growing certainty that the leadership, from President Tito down, is serious about removing government subsidies as well as restraints from business enterprises, and that those which cannot operate profitably will be allowed to fail.

New construction activity paced strong 1st quarter in Nicaragua

Central Bank's credit restrictions may curb 1966 imports; drought hits capacity to fulfill agricultural export quotas

Much of the credit for Nicaragua's favorable business climate during the first quarter of 1966 was due to activity in the public, industrial and housing construction by the building industry.

Business was good during the first quarter and owners of large retail stores reported sales above those for the comparable period of last year.

Even greater sales might have been realized except for the possibility of lower earnings to cotton and coffee producers in 1966. Also, the Central Bank tightened credit restrictions to curb 1966 imports.

The construction of homes for upper-income families continued at a good pace, and construction was started on the 100-room Karawala Hotel in downtown Managua. Work continued on the extension to the runway at Las Mercedes Airport. Among public buildings, construction advanced on the seven-story Palace of Justice in Managua and the Nandaime-Rivas section of the Inter-American Highway.

Still in the process of completion at the end of the quarter were plants to produce "Formica", cork bottlecaps, and resins, adhesives, and industrial glues. A number of new industries commenced operations in the first quarter, including a flour mill, a large textile plant, a plant producing commercial refrigerators and bottle coolers.

Should expand rapidly

The pace of construction activity is likely to expand rapidly, spurred by construction of several thousand houses financed by U.S. insurance companies and the Nicaraguan Housing Institute. Plans have also been drawn up for construction of a $3-4 million, 200-room luxury hotel, a bus assembly plant and a resin, turpentine and pine oil plant. Contracts were signed for the construction of a $5 million chemical complex to produce both caustic soda and insecticides, by Blaw Knox Company of Pittsburgh and *Bufete Industrial de Construcciones*, S.A. of Mexico, respectively.

First quarter retail sales are normally low, following the pre-Christmas sales rush. However, for the second straight year they were 20% higher than the level of the same period of the preceding year.

An increasingly large number of national and Central American products were found in the retail stores, reflecting the industrialization of the Central American Common Market (CACM) area. Stores were filled with shoppers and with a large variety of imported goods.

One supermarket was in the process of doubling its present facilities, while another modern supermarket and a full-scale shopping center were being planned for Managua.

New credit policy

The Central Bank in January adopted a new credit policy to restrict commercial bank credit this year to last year's level. Insofar as the new policy acted as a brake on installment purchases during the quarter, it probably restrained the growth of sales and imports of consumer durables. Nonetheless, many buyers had ready cash and were willing to spend it for desired items.

In 1965, imports increased 20% while exports increased only 16%. Monetary authorities attributed much of the rapid growth in imports to the 26% increase in credit in 1965.

Business activity during the quarter may have been adversely affected by the prospect of somewhat reduced earnings from the recent drought damage to the cotton and coffee crops. Exports of cotton this year may be off by about 10% from the record level of 642,000 bales in 1965.

Exchange earnings from coffee exports in 1965 were higher than at any time since 1957, but the recent drought reduced the size of the beans harvested for export in 1966. The additional 35,000-bag quota provisionally allocated to Nicaragua by the International Coffee Organization was temporarily cancelled.

Nicaraguan coffee officials fear a burdensome surplus in the years ahead unless the quota is increased and marginal lands are taken out of coffee production.

Sugar yields were also adversely affected by last year's drought, and Nicaragua will be hard pressed to fulfill its U.S. sugar quota.

The economic outlook is for continuation of the present expansion, which is now in its sixth year. However, the drought damage to export crops, will probably keep the rate of growth below the 9% rate of 1965.

Nicaragua is stressing agricultural diversification in order to reduce the nation's dependence upon world prices for its export products. The Central Bank laid down a requirement that commercial banks must finance their loans for the next coffee and cotton crops, and for cattle fattening during the 1966-67 agricultural year, by borrowings abroad.

Expansion of the construction industry will be assisted by a drafted law which would establish a government bank to provide long-term mortgage financing to middle-income families. The government continued its policy designed to increase coffee yields and eliminate marginal lands being devoted to coffee production.

Information is not yet available on Nicaragua's imports during the first quarter. Imports reached $165 million in 1965, an increase of more than 20% over 1964.

The latest period for which there is a geographical breakdown of Nicaragua's

NEW CONSTRUCTION ACTIVITY is keeping Nicaragua's six-year economic expansion in full swing. This is a diversion tunnel at the Rio Tuma Hydroelectric Project. (World Bank Photo)

foreign trade is the first eight months of 1965. During that period the United States appeared to be at least maintaining its share of total imports. The U.S. share was 48%, compared to 47% during the entire year 1964.

The second most important foreign supplier was the CACM, which accounted for 13% of the value of goods shipped to Nicaragua, an increase of 3% over the previous year.

During this period, the German share declined from 8.3% to 6.3%, and Japan increased its share from 5.6% to 6.9%.

There are good opportunities for sales by American exporters in Nicaragua, especially in equipment and supplies for the public works and construction industries.

The sustained population growth of Managua (7% a year) has caused a high backlog of unfilled public service needs —in such areas as sanitation, transportation, water, and traffic control.

During the quarter, four international trade missions explored the Nicaraguan market for sales and investment opportunities: two from the United States (from the cities of Dallas and Fort Worth), one from Great Britain and a combined French-Belgian group.

The Government is now studying the creation of "free ports" to encourage the "in bond" purchase of Nicaraguan handicraft and other products at air terminals and ports.

Communications pact

The Central American Telecommunications Agreement was signed in Managua on April 26 by all CACM countries except Costa Rica. The agreement provides arrangements for coordinating and seeking financing for a regional telecommunications network which will connect the Central American capital cities in a 960 channel microwave system.

In addition to being used for telephone and telegraph traffic, it is expected that the network will eventually be able to handle regional television transmission. Because of the need for standardization, equipment for the network will presumably be purchased from one firm.

Other CACM developments included a recommendation of the Central American Committee on Economic Cooperation that the requirement for national legislative ratification of the Treaty organization's decision to grant "integrated" status be abolished in connection with the establishment of additional plants in the same industry.

The Central American Bank for Economic Integration (CABEI) agreed to finance pre-investment studies for projects of regional scope. The request of the Central American Committee on Economic Cooperation received technical support for the development of the region's fishing industry from the United Nations Special Fund and the Food and Agricultural Organization.

Technical instrument exports are expected to continue booming

Commerce booklet enables firms to evaluate their performance

U.S. exports of scientific, industrial and technical instruments and apparatus topped the half-billion-dollar mark in 1965 and the sales outlook continues favorable.

Analyzing exports for 1959-65, the Commerce Department's Business and Defense Services Administration (BDSA) reported that foreign sales in 14 categories totaled $508.6 million in 1965, a 9.2% increase over 1964.

Principal exports were industrial measuring and controlling instruments, and electric and electronic test and measuring apparatus. Canada was the largest market.

One factor tending to increase the foreign sales potential for U.S. instrumentation is the growing use of automatic process instrument systems, which has been stimulated by the shortage of skilled technicians in the rapidly developing countries.

On the other hand, a factor militating against continued sales expansion is the growing movement toward establishing U.S.-owned facilities abroad. Large-scale instrument plants have been set up by American firms in several European countries, Japan and Australia.

BDSA has prepared a report to enable manufacturers to evaluate their share of the foreign market, and to identify those markets where increased promotional operations may be warranted.

"Analysis of U.S. Exports of Scientific, Industrial and Technical Instruments, 1959-65" is available at 10 cents a copy from the Publication Sales and Distribution Branch, Office of Administrative Services, U.S. Department of Commerce, Washington, D.C. 20230, or from any of the Commerce Department's 42 Field Offices.

Spain's film-makers increase cooperation with foreign firms

Government passes law designed to encourage saleable pictures

The Spanish motion picture industry continued to grow and improve in 1965. Spanish film-makers are learning new techniques through their participation in co-productions, the number of which continues to grow.

A total of 146 feature films were produced in 1965 compared to 123 in 1964. However, only 47 of these were wholly financed by Spanish companies, a sharp drop from the 61 in 1964 and the lowest number since 1961.

On the other hand, co-productions in 1965 totaled 99 features, an increase of 37 over 1964. About half the co-productions were with Italian producers.

Eighty-two Spanish companies participated in the production of the 146 feature films in 1965, compared to only 67 firms in 1964.

Imports of foreign films were reported at 300 features compared to 312 in 1964, with the United States supplying 104 features in each year. Other major suppliers of feature films in 1965 were France with 35, Italy 29, United Kingdom 25, Germany 19, Austria 10, and 78 coming from other countries. About the same number of United States films are expected to be imported during 1966.

A new Spanish decree provides subsidies and other forms of assistance to Spanish producers, according to theater box-office receipts for each feature film produced. This system is designed to encourage Spanish producers to make saleable pictures. Subsidies to Spanish producers previously amounted to $25,000 to $33,000 per feature film once the film was finished and classified by Spanish officials. A Spanish newspaper estimates that box-office receipts in Spain totaled about $38.6 million during 1965, the first time such statistics were reported. The new decree on assistance to the motion picture industry is expected to make such data available in the future.

At present there are 7,902 motion picture theaters in Spain, of which 1,758 are open-air summer installations. About 100 new theaters have opened annually during each of the past five years.

Greece restricts importers' funds; won't affect U.S.

Banks must hold prepayments for two months rather than paying on arrival of goods

On June 8 the Government of Greece imposed a requirement that prepayments deposited by importers for their orders of certain goods are to be retained by the banks for two months, instead of being refunded to the importer upon arrival of the goods (or, actually, upon settlement of the shipping documents).

The goods covered by the new measure are those on lists F50/1, 2, 3 and F100/1, 2, 3 which call for the prepayment of 49% to 140% of the c.i.f. value of many manufactured consumer goods and most "luxury" foodstuffs.

The measure will have virtually no direct effect on imports from the United States, since these normally take at least two months for delivery. Imports from Western Europe require an average of only 20 days, and for these the importers will have their funds tied up an average of 40 days longer than previously.

Present totals

At the moment, the total of prepayments on deposit in Greece's commercial banks amounts to $14 million (in drachmae); the measure is expected to raise this to $30 million, thereby soaking up about $16 million worth of purchasing power.

Another effect is to provide indirect protection for domestic producers of these goods.

FINISHING, DYEING COTTON

A large textile firm, specializing in piece-bleaching, dyeing, printing, and finishing of cotton and synthetic fabrics, wishes to cooperate in a joint venture with a U.S. textile company.

The company offers its know-how and market knowledge and research and plant facilities.

Write: American Chamber of Commerce in the Netherlands, 55 Laan van Meerdervoort, The Hague, Netherlands. WTD.

Translation of German cartel law prepared

The American Embassy in Bonn has prepared a translation of the revised Law Against Restraints of Competition in the Federal Republic of Germany and West Berlin. The English version, which has been prepared for publication by the Office of International Regional Economics, contains an analysis of the important changes in the law.

For a copy, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Honduras amends law to promote exports, industry

Additional benefits available for production exported outside the Central American area

Firms which receive or have already received special benefits under the Honduran Industrial Development Law may receive additional benefits for that portion of their production which is exported outside the Central American area.

Application for refund of taxes, duties, and other charges must be made to the Ministry of Economy.

As a further attraction to new industry the law has been amended to allow the Government to authorize benefits and subsidies greater than those shown in the law. These special benefits would be given to industries considered fundamental to the development of Honduras.

Honduran companies which can show that a similar company in any of the other Central American countries is receiving benefits greater than those they are receiving may apply for the same privileges.

For a copy of the amendment to the Industrial Development Law of April 30, 1958, on 10-day loan, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Pakistan's imports of U.S. films curbed

The import of films from the U.S. into Pakistan by member companies of the Motion Picture Export Assn. of America remained restricted during 1965 because of a dispute between the Association and the Government of Pakistan over the use of substantial blocked rupee accounts.

Since June 1964, no new U.S. films have been commercially licensed for importation into the country. Most U.S. films now being distributed in Pakistan are several years old and only a few new releases, imported on bonus vouchers, are being shown.

Pakistan continues to receive some English language movies from the British and other non-U.S. sources but total imports are well below previous levels.

During 1965, Pakistan's motion picture industry produced 63 feature films, 10 less than in 1964. Forty-four of these films were produced in West Pakistan and 19 in East Pakistan. The reduction in the number of movies produced reflected not only rising costs, resulting from a change in Government policy for the import of raw film, but also a slowing down of production in the country's major movie producing center, Lahore, as a result of the September 1965 military emergency.

Under the import regulations in force during the past year, raw film could be imported only on bonus vouchers, which make the imports 150% costlier.

The Government recently modified the import policy by allowing commercial importers to obtain half of their raw film requirements on licenses and the other half on bonus vouchers. However, the producers are asking the Government to revert to the Open General License policy which allowed consumers to import raw film directly.

Weekly exchange quotas abolished by Brazil

Brazil has abolished the $50,000 weekly limit on purchases of import cover by Brazilian importers. Subscribers to OBR-66-28, *Foreign Trade Regulations of Brazil*, of May, 1966, should make an appropriate notation on page 7 under the heading, "Exchange Quotas."

Record number of U.S. residents abroad caused continued rise in foreign travel payments in 1965

Commerce Department reports combined overseas travel, transportation expenditures increased by 10% from 1964

A record number of U.S. residents traveled abroad in 1965 and spent $3.1 billion on travel expenses in foreign countries and for transportation on foreign transocean steamships and airlines.

The Department of Commerce's Office of Business Economics reported that these combined expenditures were 10% more than in 1964, a rate of increase slightly higher than the average during the past 10 years.

About $1.1 billion was spent in Canada and Mexico, about $1.3 billion in overseas areas, and $700 million for fares on foreign transocean carriers. In addition, U.S. residents paid $600 million to U.S. airlines and steamship companies for transocean transportation.

The number of U.S. travelers to overseas areas in 1965 rose 18% over 1964 to 2.6 million, but a decline in average expenditure per traveler limited the increase in total expenditures overseas (not including transocean fares) to 11%. The drop in average expenditures was the result of a large increase in the number of trips to the Caribbean area and a decrease in the duration of the average trip to Europe and the Mediterranean.

Most spent in Europe

Of the $1.3 billion spent in overseas areas, U.S. residents spent $865 million for travel in Europe and the Mediterranean area last year, 8% above 1964. Expenditures in Canada reached $600 million, 9% more than in 1964. In Mexico, Americans spent about $500 million, a 5% increase. Travelers in the West Indies and Caribbean area spent $220 million, up 16%, and in other areas, U.S. travel spending rose about 18% to $215 million.

Foreign visitors spent nearly $1.4 billion here in 1965, including payments to U.S. ships and airlines for transportation to and from the U.S. This was an increase of 11% over the 1964 total.

Visitors from Canada and Mexico spent a record $755 million here, up 8% from 1964. Visitors from overseas areas spent nearly $625 million, a 14% rise. This figure includes $165 million in fares to U.S. transocean carriers, compared with $150 million in 1964.

The number of visitors from overseas areas totaled 1.2 million last year, a 10% increase over 1964. Almost half of the overseas visitors—585,000—came from Europe and the Mediterranean area, about the same proportion as in 1964. About 35,000 or 9% more visitors from the West Indies and Central and South America brought the 1965 total from those areas to 450,000. Visitors from other overseas areas numbered 170,000, up 8% from 1964.

Commerce puts Swedish exporter on probation

Sven Olaf Hakanson of Malmo, Sweden, who formerly operated as an electronic equipment dealer under the name of Elmetrik, has been put on probation for three years in an export control violation case stemming from the reexport of U.S.-origin electronic equipment to East Germany.

The U.S. Department of Commerce announced that Hakanson, on a number of occasions between 1958 and 1961, purchased U.S.-origin electronic equipment from Swedish suppliers and either personally or through others reexported the items to East Germany without obtaining the necessary clearances from the Department.

He was under suspension of export privileges from December 31, 1959 to July 26, 1965 and during investigation of the case admitted the charges and agreed to the terms of probation, the Department's Bureau of International Commerce (BIC) reported.

While on probation Hakanson's U.S. export privileges are not restricted, but in the event of an export control violation during that period he will be subject to denial of export privileges up to three years. The probation order became effective June 30.

U.S. firms will supply Japanese chemical plant

A $2 million Eximbank loan will help Ube Industries, Ltd., of Japan finance purchases of U.S. equipment and services for construction of a 600 ton per day ammonia unit at a new chemical fertilizer plant near Osaka. Total cost of the overall project is estimated at $72.7 million and will include construction of a urea plant and a caprolactam plant in addition to liquid ammonia tankers, an on-site power plant and supporting installations.

Items to be purchased in the U.S. under the loan include compressors, a fabricated reformer, burners and catalyst. Proposed suppliers include Clark Brothers Company of Olean, New York; Huntington Alloy Products of Huntington, West Virginia; Piping Engineering Company and the John Zink Company, both of Tulsa, Oklahoma; Girdler Corporation of Louisville, Kentucky; Cornell & Underhill, Inc., of Hoboken, New Jersey; and Duraloy Company of Scottdale, Pennsylvania. Technical assistance will be furnished by M. W. Kellogg Company and Kellogg Technical Services Corporation, both of New York.

Brazil firm to buy U.S. goods with Alliance loan

A $340,000 Alliance for Progress loan by the Export-Import Bank will enable Metal Leve, S.A. of Sao Paulo, Brazil to finance the purchase of U.S. equipment to produce piston wrist pins. National Machinery Company of Tiffin, Ohio, has been designated as the supplier.

Metal Leve is an established manufacturer of pistons, wrist pins, insert type connecting rod bearings, and main bearings. The equipment to be purchased with the proceeds of Eximbank's loan will effect significant economies in manufacturing costs.

U.S. will retain export controls on copper, products through 1966

Short-supply controls imposed in late 1965 renewed; licensing quotas will remain virtually the same

Export controls on copper and copper products will be continued through the second half of 1966 because of the shortages in the U.S. and abroad in the face of strong demand.

The short-supply controls first were established late last year.

Licensing quotas for the second half of 1966 will be the same as for the first six months, except that up to 9,000 short tons of copper content semi-fabricated copper products will be licensed for export, according to the Department of Commerce.

The other quotas are: Copper scrap, 16,500; refined copper, 25,000; copper base alloy ingots, 1,000—all in copper content short tons.

A validated license also will be required for shipments to friendly countries of nickel alloy waste and scrap containing 50% or more of copper. This requirement became effective July 1. New statements of past participation in exports will not be required.

Designating specific countries

Except for copper scrap, country quotas will not be applicable. For copper scrap, 75% of each exporter's share of the quota will be designated for specified countries. The remaining 25% of the quota will not be restricted.

Although a validated export license is required, copper scrap that cannot be processed commercially in the U.S. will not be subject to quota restrictions.

Historical exporters of copper scrap, refined copper and copper base alloy ingots may file applications upon receipt of a new notice of entitlement, but not later than Nov. 30. Non-historical exporters of these commodities may file from July 1-31.

Historical and non-historical exporters of semi-fabricated copper products and master alloys of copper may file at any time.

The new quota provisions appear in Current Export Bulletin 936 of June 24. Copies of the Bulletin are available at 25 cents from any Department of Commerce Field Office or from Rm. 6043, Department of Commerce, Washington, D.C. 20230.

Singapore/Malaysian trader loses U.S. export rights

The Overseas Chinese Radio and Television Institute of Singapore, and its branch in Kuala Lumpur, Malaysia, have been denied all U.S. export privileges indefinitely, for failing to provide information and records on the disposition of U.S.-origin electronic equipment and accessories of a strategic nature.

The firm trades in electrical and electronic equipment, and during an investigation, the Department of Commerce's Bureau of International Commerce (BIC) learned that the firm had obtained through a Singapore dealer substantial quantites of equipment which had been exported from the U.S. for end use in Malaysia.

The company refused to furnish information and documents to establish that the equipment was being used in Malaysia. U.S. export regulations require that such information be given when requested.

The denial action, which became effective June 17, will remain in force until the respondent furnishes the requested information and records.

All outstanding licenses in which Overseas has an interest are cancelled, and the company, its agents, employees, and representatives, including Yap Yee Tze, its manager and principal official, are barred from all transactions involving U.S.-origin commodities or technical data.

The export regulations provide that, without authorization from the Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges, in commodities exported from the U.S.

Jordan will build Bethlehem-Jerusalem link with U.S. loan

Credit marks further step in phasing-out of AID grants

A recently-signed U.S. loan provides Jordan with $1.6 million to finance most of the construction costs of a new highway linking Bethlehem and Jerusalem, as well as the advisory services of two U.S. engineers.

The new highway, to be located east of the existing road, will be built with a two-lane bituminous surface. The new route, running from Bethlehem to an intersection with the Amman-Jerusalem road, will be 6.4 miles long. The services of two U.S. engineers will be provided to assist the Jordan Ministry of Public Works, which will execute the project, in management and supervision of this and other U.S.-assisted road projects.

The new route was selected after studies made by the Brown Engineering Company of New York and later by highway engineers of the Government of Jordan and of the U.S. Bureau of Public Roads.

The Ministry of Public Works is preparing final plans and specifications for the project, which is expected to be completed two years from now.

This is AID's second dollar-repayable development loan to Jordan, and part of a planned gradual shift in the U.S. program, from grants for Jordan's budget support to development loans on concessional terms.

The planned long-range shift is based on improvement of Jordan's economy and reduction of its budget deficit. Jordan's self-help measures have permitted a steady reduction in U.S. grant assistance in recent years.

U.S. helps Kenya roads

The Agency for International Development has loaned $140,000 to Kenya to help improve and pave two gravel links of highways between Nairobi and the capitals of Uganda and Tanzania. All goods and services purchased under the loan shall be of U.S. origin.

U.S. economic aid to Pakistan resumed with $70 million loan

Nation plans to restore "free" import list, use idle capacity

A loan of $70 million for Pakistan to finance the purchase of industrial materials in the United States has been authorized by the Agency for International Development. The loan marked the resumption of the normal U.S. economic program in support of development in Pakistan.

The loan will finance the purchase of various commodities, including iron and steel materials, dyes and chemicals, nonferrous metals, medicines and pharmaceuticals.

The loan not only will directly promote economic development by providing goods needed for industrial production and expansion; it also will help to support the reinstatement of import liberalization, which was sharply curtailed during the hostilities between Pakistan and India.

Utilizing idle capacity

Pakistan plans to restore the "free list" of commodities that may be imported without restriction, thereby enabling private industry to utilize much previously idle productive capacity.

Earlier in the fiscal year, a $50 million interim U.S. loan for commodities was extended to Pakistan.

The United States is providing the development assistance as a member of the consortium, led by the World Bank, that coordinates free world economic assistance to Pakistan. Additional loan assistance is expected from the other members of the consortium.

Two U.S. generators to Spain

A $2.1 million loan to Gas y Electricidad, S.A., a utility selling power in the Balaeric Islands, has been authorized by the Export-Import Bank.

Equipment financed by the loan will include two 14.5 megawatt gas turbine generators from the U.S. In 1962 Eximbank extended a loan of $3.5 million to the same borrower, to finance the purchase in the United States of a 37.5 megawatt thermal generating unit now installed on the island of Mallorca.

Spanish law translated

In view of the interest shown by U.S. industrialists and investors in participating in Spanish programs aimed at expanding agricultural processing industries under the Development Plan, the U.S. Embassy in Madrid has compiled, translated and abridged the basic Spanish legislation and instructions concerning the concession of benefits derived from establishing preferential agricultural processing industries.

For a loan copy of this legislation, **write:** OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Two Alliance loans will pay for U.S. goods to help improve Rio's water system

Two Alliance for Progress loans totaling $5.1 million have been authorized by the Agency for International Development to help Rio de Janeiro buy U.S. equipment to solve its water supply and sewerage problems.

The Sanitation Service of the State of Guanabara (SURSAN) which takes in metropolitan Rio de Janeiro, will receive $2.5 million in AID loan assistance.

The Guanabara Water Company (CEDAG), another autonomous agency in Brazil, will receive a $2.6 million loan.

The AID credits will provide necessary operating and maintenance equipment and technical services for achieving top effectiveness. All goods and services will be procured in the U.S.

AID loan funds will help SURSAN carry out its 1962 master plan for extending sewerage service in Guanabara.

ORGANIC CHLORINE PRODUCTS

A Belgian firm currently engaged in the production of chemicals and fertilizers seeks a license to manufacture organic chlorine products.

The company produces 45,000 tons of chlorine annually and has a considerable stock of liquid and gas chlorine. In 1950, the firm merged with another Belgium manufacturer of mineral chemicals and in 1965 modernized its plant.

Write: Produits Chimiques de Tessenderloo, N.V., Tessenderloo, Belgium. WTD.

India to buy railway goods with IDA loan

Credit will pay for components; units will be built in India

The International Development Association (IDA), an affiliate of the World Bank, has approved a credit equivalent to $68 million to India to assist the development program of the Indian Railways. The credit will cover more than half of the $116 million in foreign exchange required for the Railways' investment during the 13 months ending December 31, 1966.

All purchases made with IDA funds must be procured through international competitive bidding.

The IDA credit will be used to purchase components and materials for the construction in India of about 250 steam locomotives, 80 electric locomotives, 33 two-coach units of diesel rail cars, 900 passenger coaches, and approximately 10,500 freight cars. The credit will also finance overhead equipment for electrification, and other electrical stores, plant and machinery, track material and various other equipment and materials.

An important development in India has been the growth of industries producing railway equipment. Manufacturing capacity for rails, wagons and track material is adequate not only to meet internal requirements but also to provide small but growing amounts for export.

U.S. consultants' services to be paid through AID loan

Consulting services of two U.S. engineering firms will be provided for the West Pakistan Water and Power Development Authority under a $6 million U.S. Government loan to Pakistan.

Proceeds of the Agency for International Development loan will finance the continued services of the Harza Engineering Company International of Chicago and of Tipton and Kalmbach, Inc. of Denver. Harza is helping WAPDA to plan the long-range development of water and power in West Pakistan, supervise construction projects and develop irrigation and power installations. Tipton and Kalmbach's consulting services relate to planning salinity control and reclamation in the Punjab region.

Indian wants U.S. help in ceramic magnet production

Plans use in bicycle dynamos, toys, loudspeakers, components

A recently organized Bombay firm, headed by a retired electrical engineer, seeks to collaborate with an experienced U.S. company in the manufacture of ceramic magnets for use in the production of bicycle dynamos, toys, loudspeakers and electronic components.

At a later stage the firm also plans to make sintered magnets. The company particularly needs technical know-how and assistance in developing the magnets to the specifications required by potential customers.

The owner has discovered in a country-wide survey that the magnets he planned on producing did not possess the characteristics sought by end-users. He also discovered the know-how necessary for the development and refinement of the magnets was not available in India.

In addition to obtaining a license from the Government-owned research and development corporation to manufacture the magnets, the entrepreneur has purchased a plant site at Poona, about 120 miles from Bombay. He has also engaged the services of an Indian consulting engineering firm to prepare a report on the proposed project.

First of its type

It is reported that the proposed ceramic magnet manufacturing facility will be the first of its type in India. However, there is presently a Bombay firm producing permanent metal type magnets with a capacity of approximately 3.6 million items annually.

Although, the ceramic magnet field is new to the Indian businessman, he has a strong background in electrical engineering. He worked 40 years for an Indian iron and steel firm, rising to the position of chief electrical engineer and was active in professional organizations.

Write: Ceramic Magnets and Products, "Moonlight," Flat No. 12, 152 Queens Rd., Bombay 1, India. WTD.

PAPER BOXES

A Belgian manufacturer of paper products such as folding boxes, playing cards and wrapping paper seeks a license or joint venture to produce new types of folding boxes not currently available on the European market.

Write: Ets. Antoine van Genechten N.V., 46 de Merodelaan, Turnhout, Belgium. WTD.

PIPE FITTINGS

A Belgian manufacturer of pipe fittings and railway piping fittings seeks a licensing arrangement with a U.S. firm to produce and assemble any newly developed gas and water pipe fittings.

The firm produces approximately 20 million fittings annually.

Write: J. J. Arnold, SANECAP, S.A., 333, rue de Vise, Jupille, Belgium. WTD.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $2 each from the Bureau of International Commerce (BIC-916), Rm. 6323, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-878, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

Belgian firm seeks joint venture to set up saw blade plant

Experienced manufacturer's help needed for production in U.S.

A Belgian manufacturer of diamond saw blades seeks a joint venture with an experienced U.S. firm to establish a medium-size plant in the U.S. for the production of its saw blades.

Although a joint venture is preferred, the firm will consider licensing its technical know-how to a U.S. licensee.

The firm's diamond blades are used principally by marble and granite quarries. It is reported that the firm's products have proved to be of incomparable quality both in Greece and Germany. Also, according to the firm, one of the most important granite enterprises in Europe purchases $10,000 worth of its products monthly. The saw blades are stated to be of high quality and low price.

Favorable market prospects are likely to exist in the U.S. since two large and well known U.S. firms have shown great interest in the possible establishment of a new U.S. plant to manufacture these Belgian saw blades. The firm, however, prefers to make arrangements with smaller companies in order to be in a better position to protect its production secrets and to have a higher financial participation.

Visit to U.S.

The owner of the firm, reported to be a competent and aggressive businessman, will be in the U.S. from late July to mid-August. U.S. firms interested in discussing joint venture or licensing arrangements may write to the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1416, for the owner's name and U.S. itinerary.

Inquiries from other than manufacturers will not be replied to unless the name of the interested manufacturer on whose behalf the inquiry is made is mentioned.

Prequalifications invited on Japanese expressway projects O, P, Q and R

The Japan Highway Public Corporation, also known as Nihon Doro Kodan, invites prequalification documents from experienced and qualified expressway contractors to bid on the construction of four sections, projects "O, P, Q and R," of the Tokyo-Nagoya Expressway in the Shizuoka Perfecture.

July 22 is the deadline to submit documents to the corporation's Contract Section, Procurement and Right of Way Department of the head office of the Kodan, 1-13, 1-chome, Shimbashi, Minato-ku, Tokyo. Telephone: Tokyo (503) 0111.

Work on these four projects includes both soil and rock earthwork, foundation stabilization, excavation of a 453 yard tunnel, 14 bridges, 2 viaducts, 1 interchange and a total of 119 under structures. No subletting of the major part of the work will be permitted and all steel and Portland cement to be used for the work will be furnished by the Kodan.

Announcement copies of these projects and a sample information form for applicant's prequalification can be obtained by interested companies located in the U.S. by writing to the U.S. Department of Commerce, Building Materials and Construction Industries Division, (BDSA-564) Washington, D.C. 20230. Telephone: 202-967-3601.

Kuwait seeks bids on marine navigational aids, equipment

The Kuwait Central Tenders Board, has issued tender No. SBW/17 for the supply and installation of navigational aids and equipment to be installed at Shuaiba Harbor. Estimated value is $225,000.

Bid deadline is July 19.

Copies of the tender are available from the Shuaiba Industrial Development Board, Central Tenders Board, State of Kuwait, upon payment of a document fee of KD8 ($22.40).

Iraq wants U.S. equipment for motion picture studio

Officials of the Directorate General of Stage and Cinema, Ministry of Culture and Guidance, Government of Iraq, have informed the American Embassy in Baghdad that their department desires to proceed at once with a project for equipping their new motion picture studio. The Directorate General has decided to purchase U.S. equipment exclusively.

Iraqi officials estimate that the value of the equipment will be approximately $280,000. Equipment needed includes studio cameras and lighting equipment, editing machines, sound recording equipment, 35-mm. and 16-mm. processing and printing machines. The services of a technician are required to install the equipment and to train Iraqi technicians in the proper use and handling of the equipment for a period of one year.

Interested American firms should write directly to Dr. Hakki Shibli, Director General of State and Cinema, Ministry of Culture and Guidance, Baghdad, Iraq. A courtesy copy of such letters addressed to the Commercial Attache, American Embassy, Baghdad, Iraq, would be appreciated and would enable the Embassy to keep abreast of developments.

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Tunisia seeks bids on acid and basic refractories

Societi Tunisinenne de Siderurgie "El Fouladh," 122, Rue de Yougoslavie, Tunis, has issued invitations, with a deadline of July 20, for bids on numerous quantities of clay and nonclay refractories. Included are refractory materials for a 15-ton LD converter.

A copy of the tender and drawings, in French, is available on a loan basis to firms located in the United States from the U.S. Department of Commerce, Iron and Steel Division, BDSA-642, Washington, D.C. 20230. Telephone: 202-WO 7-4685.

Iran requests bids on various types of caviar

The Sherkat Sahami Shilat Iran (Iranian Fisheries Company) invites bids for 325 tons of caviar of the Beluga, Ossetra, Sevruga, and pressed varieties which it proposes to sell between 1966 and 1971.

Copies of the call for bids, specifications, tender terms, as well as a draft of the contract may be obtained from the Iranian Economic Mission, 2233 Wisconsin Ave. NW., Washington, D.C. 20007. Telephone: 202-338-5393.

Colombia needs 40 steel decks for port construction

The Colombian Ports (Puertos de Colombia) is inviting bids for the supply of 40 decks or freight platforms, of 30 tons each, for the Port of Buenaventura, Colombia. Tender No. 16-BID is open for qualified companies to supply equipment, materials and services.

Bids, accompanied by a guarantee bond for 5% of the amount, should be submitted before 11 a.m. July 21 to: Puertos de Colombia, Carrerra 10, No. 15-22, Office 902, Bogota, Colombia.

Funds provided by the Inter-American Development Bank, within the Alliance for Progress Plan, will be used in financing this equipment.

Documents can be purchased for 300 pesos Colombian currency (approximately U.S. $17) from the Departmento Comercial of the issuing authority at the aforementioned address.

Interested companies located in the U.S. can obtain a copy in Spanish on a loan basis of the detailed deck description in "Formulario de Precios y Condiciones" ("Price Form and Conditions") and a copy of the "Pliego de Cargos y Especificaciones" ("General Information and Instructions for Bidders") from the U.S. Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. 20230. Telephone: 202-967-3601.

Korea needs equipment for spectacle frame factory

The Korea Industrial Company, 19, 2-ka, Myongryun-dong, Chongno-ku, Seoul, has issued a tender for equipping a new spectacle frame factory. Some of the equipment requested includes a special milling machine, universal punching tool, coining tool, jewelry milling machine, hinge machine.

A brief description of the equipment is available to firms domiciled in the U.S. from the U.S. Department of Commerce, GIEC Division, BDSA-588, Washington, D.C. 20230. Telephone: 202 WO 7-5589.

Additional information may be obtained from: Mr. Kim Soung Han, Representative, Korea Industrial Company, C.P.O. Box 205, Seoul, Korea.

Iraqui tender calls for supply of barbed wire, axes, shovels

Iraq's Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has issued tender No. ORD/51-966 calling for the following equipment: 5,000 coils of barbed wire, military type; 6,000 coils of concertina denart, barbed wire; 5,000 pick axes; 3,000 pairs of chrome leather gloves; 5,000 shovels; 1,500 folding scissors for mild steel wires; 500 hand axes; 500 felling axes; 500 bill hooks; 60,000 iron pickets; 500 crow bars.

Bid deadline is July 26.

Specifications for the above equipment and copies of the tender are available upon request from the Embassy of the Republic of Iraq, Office of the Armed Forces Attache, Washington, D.C. Telephone: 202-333-4028.

World Trade Opportunities Con't to page 55

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Commercial Farms

● **CEYLON**—500 heifers suitable for breeding. Bid deadline Aug. 2. The General Manager, Milk Board, P.O. Box 1155, Colombo 5.★ (Telephone: 202 WO 7-4794).

151 General building contractors

BELGIUM—Articles which can be sold wholesale to general building contractors; e.g. lumber, cement, brick, plaster, gypsum, iron and steel structural members. ACMA n.v. (wholesaler, manufacturer), 253 Deurnestraat, Mortsel, Antwerp. WTD 6/13/66.

● **ECUADOR**—Construction work and financing for Municipal Palace of Quito, first stage, with tunnel beneath principal street, Calle Venezuela. Structure will have three stories with approximately 1,800 square yards space to each floor. Specifications and bid terms available for approximately $73 per set, plus $10 airmail postage, from the Secretaria Municipal, Municipalidad de Quito, Calle Garcia Moreno 883, Quito. Tender is Licitation No. 1, bid deadline 4 p.m. Aug. 5. Correspondence and bids preferred in Spanish and marked for attention of the "Secretario General de la Corporacion."

195 Small arms

GERMANY—S & W and Colt revolvers for sports shooting. Requests price quotations c.i.f. European ports. Requests replies in German. Heinrich Muench OHG. (importer, wholesaler, retailer, exporter), 68 Adalbertstrasse, 51 Aachen. WTD 6/14/66.

Bids on paints in various colors requested by Iraq

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, has issued a request for bids for 500 gallons each of grey, green, white, blue, red, silver, khaki corrosion resistant and cotton seed oil resistant paint, wet film to be insect repellent.

Bid deadline is July 30.

Copies of tender No. DME/16-1966 and conditions are available on a loan basis to firms located in the United States from the U.S. Department of Commerce, Chemicals & Allied Products Division, BDSA, Washington, D.C. 20230. Telephone: 202-WO 7-3512.

U.N. seeks foodstuffs

The United Nations, New York City, has issued an invitation, No. UNEF-66-4, with a deadline of July 21, for the supply of meat, fish, dairy products, canned foods, and so forth, for the United Nations Emergency Force, Gaza, United Arab Republic.

A copy of the invitation is available to firms located in the U.S. from Mr. Adolfe E. Hegewisch, Room 2149-D, United Nations, New York, New York. Telephone: 212 Plaza 4-1234, Ext. 668.

Small marine diesel engines to be purchased by Mexico

Mexico's Banco Nacional De Fomento Cooperativo will buy, over a two year period, 2-cylinder diesel marine engines, producing between 16 and 20 hp., for 250 lobster boats.

Interested U.S. manufacturers should contact Banco Nacional De Fomento Cooperativo, Versalles No. 15, Mexico D. F., Mexico.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

201 Meat products

BELGIUM—Canned meats. J.G.A.G. Sterkmans (importer, exporter, commission merchant), 140 Rozenkranslaan, Genk. WTD 6/6/66.

FRANCE—Salted sausage casings of good standard quality (beef, sheep, hog). Boyauderie Bordelaise, S.A. (wholesalers, processors), 41 Rue du Serporat; 33- Bordeaux, Gironde, France. WTD 6/13/66.

TRINIDAD—Sliced bacon for use by hotels, restaurants and supermarkets. Direct purchase and agency. C. A. J. Lashley Co., Ltd. (importer, wholesaler, commission merchant), 11 Edward St., Port of Spain. WTD 6/14/66.

202 Dairy products

DOMINICAN REPUBLIC—Packaged cheese and cheese spreads; condensed and evaporated milk. Seeks exclusive representation. Super-

mercado Bella Vista, C. por A. (importer, retailer), Avenida Tiradentes and Dr. Rafael Sanchez, Santo Domingo. WTD 5/26/66.

203 Canning, preserving food

BELGIUM—Red tart pitted cherries. Dake, s.v. (importer, wholesaler), 77 Nieuwstraat, Herentals. WTD 6/13/66.

DOMINICAN REPUBLIC—Canned fruit, fish, meat, juices. Seeks exclusive representation. Supermercado Bella Vista, C. por A. (importer, retailer), Avenida Tiradentes and Dr. Rafael Sanchez, Santo Domingo. WTD 5/26/66.

TRINIDAD—Canned vegetables and fruits for institutions, 109 oz. or No. 10 cans, packed 6 cans to case. Direct purchase and agency. W. B. C. Hillebrand & Co. (importers, wholesalers, agents), 27-31 Henry St., Port of Spain. WTD 4/12/65.

204 Grain mill products

BELGIUM—Prepared feed for animals and cattle. Hubrix n.v. (importer, exporter, wholesaler, manufacturer), 18 St. jansplaats, Kontich near Antwerp. WTD 6/13/66.

DOMINICAN REPUBLIC—Breakfast cereals. Seeks exclusive representation. Supermercado Bella Vista, C. por A. (importer, retailer), Avenida Tiradentes and Dr. Rafael Sanchez, Santo Domingo. WTD 5/26/66.

FRANCE—Cereal preparations and breakfast foods; corn oil-cakes; rice. Direct purchase and agency. Etablissements Yulzari (importer, dealer), 51 Rue Ste. Anne, Paris, 2e. WTD 4/1/66.

TRINIDAD—Fish and shrimp meal for use in the poultry feed industry. Direct purchase and agency. C. A. J. Lashley Co., Ltd. (importer, wholesaler, commission merchant), 11 Edward St., Port of Spain. WTD 6/14/66.

205 Bakery products

BELGIUM—Specialty products to be added to bread and other bakery products such as oils, wheat germs, iron, vitamins, starches. Bloemmolens van Gheel, n.v. (flour mill), 14 Kanaaldijk, Geel. WTD 6/13/66.

209 Food preparations

TRINIDAD—Tallow for use in the soap industry. Direct purchase and agency. C. A. J. Lashley Co., Ltd. (importer, wholesaler, commission merchant), 11 Edward St., Port of Spain. WTD 6/14/66.

222 Broad woven fabric mills, manmade fiber, silk

ITALY—Fiberglass fabric for covering aircraft. Indart, S.p.A. (importer, distributor), 11/b Via Ruggero Bonghi, Rome. WTD 12/13/65.

224 Narrow fabrics, smallwares mills

PHILIPPINES—Shoe laces. Direct purchase and agency. Carmelo Ara. Alonso, Import Manager, The Balibuntal Straw Hat Co. (producer, exporter), 334 Madrigal Bldg., Escolta St., Box 2590, Manila. WTD in preparation.

229 Textile goods

TRINIDAD—Artificial leather for indoor and outdoor furniture and automotive use. Geo. Attin Auto & Electrical Supplies (importer, wholesaler, retailer), 7 Edward St., Port of Spain. WTD 6/14/66.

234 Under garments

FINLAND—Baby blanket sleepers. Requests brochures, price lists, terms. Oy Bell Ab, (indent agent), Laajasuontie 16-18 C 24, Helsinki 32. WTD 6/8/66.

239 Fabricated textile products

AUSTRALIA—Millinery braids, trimmings, linings and fabrics for ladies' stitched hats. Material Hats Pty. Ltd. (manufacturer, wholesaler), 36 Little Latrobe St., Melbourne, Victoria. WTD 4/22/66.

240 Lumber, wood products

BELGIUM—Western red cedar, hemlock, Douglas fir. Lemahieu Gebroeders n.v. (importer, exporter, wholesaler), 61 Julien Liebaertlaan, Kortrijk. WTD 6/13/66.

259 Furniture, fixtures

BELGIUM—Metal furniture, racks, shelves, fixtures, for hospitals and offices. Ahrend n. v. (importer, wholesaler), 12 Lentestraat, Antwerp. WTD 6/13/66.

270 Printing, publishing industries

PHILIPPINES—Textbooks, fiction, medical books; also subscription agent for magazines, professional, vocational, cultural. Direct purchase and agency. Ernesto Y. Sibal, President, Alemar's, Inc. (importer, wholesaler, retailer, indentor), 769 Rizal Ave., Box 2119, Manila. WTD in preparation.

275 Commercial printing

FINLAND—Word game cards. Requests brochures, price lists, terms. Oy Bell Ab (indent agent), Laajasuontie 16-18 C 24, Helsinki 32. WTD 6/8/66.

281 Industrial chemicals

AUSTRALIA—Hopcalyte, for use as filling medium in gas masks especially for filtering carbon monoxide. Protector Pty. Ltd. (importer, wholesaler, manufacturer), 1-17 Buckingham St., Sydney, N.S.W. WTD 3/24/66 on parent firm: Protector Safety Industries Ltd.

PHILIPPINES—Rubber chemicals. Shio Ouyong Keng, Owner, Roulette Works (manufacturer), 22 King Albert St., Mandaluyong, Rizal. WTD in preparation.

● **TURKEY**—Calcium chloride, 1,000 kilograms, 78% or greater purity, dehydrated, medium granular 95-98 plus, packed in 2 kilogram tin boxes. Tender No. 66-16L-64. Bid deadline July 25, DSI Genel Mudurlugu, Makina ve Ikmal Dairesi Baskanligi, Ankara (General Directorate of State Hydraulic Works, Machinery and Supply Department).★ (Telephone: 202-WO 7-3465).

282 Synthetic materials

AUSTRALIA—Polyphenylene sertions, rod and flat, sheet and strip; polycarbonate rods, glass filled; nylon gauzes and screens. Direct purchase and agency. Bingham Bros. Plastics Pty. Ltd. (importer, wholesaler, manufacturer), 35-37 Dickson Ave., Artarmon, N.S.W. WTD 6/7/66.

BELGIUM—All kinds of synthetic fibers to be woven mixed with wool or cotton. Exclusive agency. Etablissements Leon Delrue S.P.R.L. (importer, exporter, agent), 118 Rue Auguste Reyers, Brussels. WTD 8/12/65.

GERMANY—Plastic raw materials (thermoplastic, etc.) and semi-finished plastic products (e.g. coating materials and foil for insulation of electrical products) for use in the manufacture of radio, TV and other communication equipment components. Preh Elektrofeinmechanische Werke (manufacturer), 8740 Bad Neustadt/Saale. WTD 6/15/65.

PHILIPPINES—Plastic raw materials. Dante G. Santos, President and General Manager, Philippine Appliance Corp. (manufacturer), Dr. A. Santos Ave., Paranaque, Rizal. WTD in preparation.

Synthetic resins, colourants. Fidias G. Reina, President and General Manager, Standard Plastics Corp. (manufacturer), Jojo St., Baesa, Quezon City; Box 3309, Manila. WTD in preparation.

283 Drugs

BELGIUM—Ethical pharmaceutical preparations. Exclusive agency for Belgium and Luxembourg. Pharmacobel S.A. (manufacturer), 32 Rue de la Victoire, Brussels. WTD 5/25/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

PHILIPPINES—Shoe polish. Direct purchase and agency. Carmelo Ara. Alonso, Import Manager, The Balibuntal Straw Hat Co. (producer, exporter), 334 Madrigal Bldg., Escolta St., Box 2590, Manila. WTD in preparation.

322 Glass, glassware

GERMANY—Household glassware, all kinds. Rastal-Werk, W.u.G. Sahm OHG (manufacturer), 541 Hoehr-Grenzhausen, Lindenstrasse 18. WTD 4/14/66.

326 Pottery, related products

GERMANY—Corning glassware, including casseroles, dishes, for households. Requests price quotations f.o.b. American ports or c.i.f. European ports. Direct purchase and agency. Carl Mertens, cMs-Besteckfabrik (importer, wholesaler, manufacturer, exporter), 8 Krahenhoeher Weg, 565 Solingen. WTD 6/10/66.

● **IRAQ**—Supply of 5,000 brown glazed porcelain pin insulator, 11 KV; 1,000 brown glazed porcelain anchorage disc insulators, 11 KV; 5,000 brown glazed porcelain shackle insulators, 3½" x 3" x 5⅛"; 3,000 brown glazed porcelain shackle insulators, 2½" x 2" 600 volts; 5,000 brown glazed porcelain pin insulators, 600 volts; and 1,000 aerial fuses rating at 400 volts; bid deadline 8/1/66, tender No. 14. Directorate General of Projects, Ministry of Municipalities and Works, Baghdad, Iraq. One set of specifications available for review only, not for loan, from the Power and Electrical Equipment Division, Rm. 4124, Code 662, U.S. Department of Commerce, Washington, D.C. 20230. Additional copies may be obtained from the above address against payment of $2.80 per set, plus $.70 to cover airmail charges to the U.S.

331 Steel mill products

BELGIUM—Steel tubes, welded and seamless; stainless steel tubes and fitting. Sobecomin S.A. (importer, exporter, wholesaler), 20 Rue du Luxembourg, Brussels. WTD 6/3/66.

● **BURMA**—Cold rolled sheet, nine items, size range 6' x 3', 16 to 24 gauge and 8' x 4', 16 to 22 gauge; total tender for 333 long tons. Tender No. 540 (T) IRM/65-66 (2); bid deadline July 20. Deputy Trade Corporation Manager, Trade Corp. No. 18 (Industrial Raw Materials), 326 Maha Bandoola St., Rangoon, Burma.★ (Telephone: 202-WO 7-2363).

● **IRAQ**—Steel wire rope, general service

type and flexible type suitable for crane operations, etc. Tender No. INQ/66/DME/23; bid deadline Aug. 2. For further information contact Embassy of the Republic of Iraq, Office of the Armed Forces Attache, Washington, D.C., telephone: 202-333-4028.

● Cold rolled sheets, suitable for manufacture of 40 imperial gallon drums; 165,000 pieces 70¼" x 34" x 19 gauge and 165,000 pieces 50¼" x 25¼" x 19 gauge. Tender No. 18/66; bid deadline July 19. Government Oil Refineries Administration, Ministry of Oil, Baghdad, Iraq.★ (Telephone 202-WO 7-2363).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● Tubes 3" outside diameter, 7 gauge, and various types of drop forge steel fittings for use with tubular scaffolding (ie: single, double, & swivel couplers, base plates, split joint pins, etc.) Tender No. INQ/66/DME/12; bid deadline July 30. For further information and copies of tender documents contact Embassy of the Republic of Iraq, Office of the Armed Forces Attache, Washington, D.C., telephone 202-333-4028.

● 70 items of pipe and fittings; size range of pipe ⅜" to 8". Tender No. TAWZEE. 24/1966, bid deadline Aug. 6. Administration for Distribution of Oil Products, Ministry of Oil, Stores & Purchases Dept., P.O. Box 302, Baghdad, Iraq. Any firm participating in the tender is required to enclose a check for $0.70 airmail return postage plus $2.80, if it has not already purchased a set of tender documents. One only copy may be examined in U. S. Department of Commerce, Rm. 4222, Iron and Steel Division, BDSA, Washington, D.C.

● Galvanized tubes of 2" diameter, 2 to 18 feet long, and various types of sherardised fittings for tubular scaffolding (ie: fixed, swivel & double couplers, baseplate, clamp joint pins, etc). Tender No. INQ/66/DME/11, bid deadline July 30. For further information and copies of tender documents contact Embassy of the Republic of Iraq, Office of the Armed Forces Attache, Washington, D.C., telephone: 202-333-4028.

PHILIPPINES—Steel mill products including nailwire, steel wire, galvanized wire, billets, wire rod. Yu Kong Tiong, President and General Manager, Asia Steel Corp. (manufacturer), 434 San Fernando, Box 2728, Manila. WTD in preparation.

Cold rolled steel sheets; steel tubing. Dante G. Santos, President and General Manager, Philippine Appliance Corp. (manufacturer), Dr. A. Santos Ave., Paranaque, Rizal. WTD in preparation.

342 Cutlery, hand tools, general hardware

TRINIDAD—All types of hand tools. Direct purchase and agency. Lue Choy's Hardware Store (importers, wholesalers, retailers, commission merchants), 16 Saddle Rd., San Juan. WTD 6/14/66.

343 Heating apparatus, plumbing fixtures

TRINIDAD—Brass plumbing taps, joints and other fittings. Direct purchase and agency. Lue Choy's Hardware Store (importers, wholesalers, retailers, commission merchants), 16 Saddle Rd., San Juan. WTD 6/14/66.

344 Fabricated structural metal products

● **IRAQ**—To design, fabricate and deliver 20 welded steel tanks for oil storage products, with fittings and appurtenances. Numbers and nominal capacities of tanks are: 4 ea. of ¼ million imperial gallons, 6 ea. of 100,000 imperial gallons, 9 ea. 60,000 imperial gallons and one of 30,000 imperial gallons. Tender No. 40/66, bid deadline July 30. Oil Planning and Construction Administration, Ministry of Oil, Baghdad, Iraq. One copy of specifications available for review only, not for loan, from the Power and Electrical Equipment Division, Rm. 4124, Code 662, U.S. Department of Commerce, Washington, D.C. 20230. Specifications may be obtained from above address against payment of $2.80 per set.

346 Metal stampings

AUSTRALIA—Kitchen hardware and novelties. Direct purchase and agency. Theo H. Levy Pty. Ltd. (importer, wholesaler), 124 Exhibition St., Melbourne. WTD 1/22/65.

DOMINICAN REPUBLIC—Light kitchenware. Seeks exclusive representation. Supermercado Bella Vista, C. por A. (importer, retailer), Avenida Tiradentes and Dr. Rafael Sanchez, Santo Domingo. WTD 5/26/66.

GERMANY—Teflon coated cooking, roasting kitchen utensils, including cooking pots, casseroles, frying pans, of special alloys and of stainless steel for households. Requests price quotations f.o.b. American ports or c.i.f. European ports. Direct purchase and agency. Carl Mertens, cMs-Besteckfabrik (importer, exporter, manufacturer, wholesaler), 8 Krahenhoeher Weg, 565 Solingen. WTD 6/10/66.

349 Fabricated metal products

BELGIUM—Pipe fittings and valves for all purposes. Sobecomin S.A. (importer, exporter, wholesaler), 20 Rue du Luxembourg, Brussels. WTD 6/3/66.

350 Machinery

JAPAN—All kinds of hand tools, pneumatic tools, electrical tools; woodworking and light metal working machinery. Seeks items protected by patent only. Requests catalogs and quotations c.i.f. Nagoya. Direct purchase and agency. Universal Trading Co., Ltd. (importer), 70 Ozonecho, Higashi-ku, Nagoya. WTD 9/8/64.

352 Farm machinery

BELGIUM—Lawn mowers, all kinds. Ets. Daniel Stevens, n.v. (importer, exporter, wholesaler), 79a Brusselsesteenweg, Ledeberg, Ghent. WTD 6/6/66.

FINLAND—Gasoline powered underbrush cutters. Requests brochures, price lists, terms. Oy Bell Ab (indent agent), Laajasuontie 16-18 C 24, Helsinki 32. WTD 6/8/66.

353 Construction, mining, materials handling machinery

● **CEYLON**—10 diesel powered three wheeled 8-ton rollers; 3 truck mounted bituminous distributors, 600 imperial gallon capacity; 4 truck mounted water wagons, 1,000 imperial gallon tank capacity; 6 portable bituminous mixing plants, two wheel trailer mounted, 4-8 tph batch; 6 portable bituminous heater-sprayers, 300 gallon capacity, 2 wheel trailer mounted; 10 portable tar kettles, 300 gallon capacity, 2 wheel trailer mounted; 2 diesel electric, full circle, self-propelled mobile cranes, 10 ton @ 8' radius; 15 tilt type concrete mixers, 7-5 cu. ft., mounted on 4 steel wheels for towing; 15 tilt type concrete mixers, 10-7 cu. ft., mounted on 4 steel wheels for towing; 4 motor graders, 6 wheel tandem, all wheel drive, not less than 115 hp., and attachments; 4 portable rock crushers, 25-30 tph 4" aggregate; 6 air cooled mobile air compressors 100 c.f.m. driven by air cooled diesel engine; 14 air cooled mobile air compressors, 210 c.f.m., driven by air cooled diesel engine; 16 portable self priming centrifugal pumps, air cooled diesel engine of approximately 12 hp., 20,000 cph capacity; 12 dump trucks, 9-ton; 16 station wagons similar to Austin A 40; 28 light 4 wheel drive, right hand drive land vehicles; 4 diesel lorries, 10-ton load capacity; 15 diesel lorries, 5-ton load capacity; 12 vhf equipment, radio telephone communications 3-15 megacycle band. Tender No. not supplied, bid deadline Sept. 14. The Chairman, Tender Board, Ministry of Public Works, Posts and Telecommunications, Transworks House, Colombo 1. Tender forms can be obtained from Ceylon Embassy, Washington, D.C.

ENGLAND—Unlined clutch plates, sizes 13" to 18", for large earthmoving equipment. Urgently needed. Brabond Overseas Ltd. (manufacturer), Palmeston House, Haywards Heath, Sussex. WTD in preparation.

FINLAND—Heavy road construction machinery of all types, except road graders. Requests brochures, price lists, terms. Kone-Tukku Oy (importer, indent agent, distributor), Veneentekijantie 14, Helsinki 20. WTD 6/6/66.

● **GREECE**—Various quantities of crawler tractor replacement parts for Cat D6, D7 and D8 models. Tender No. 468, bid deadline not specified. Ministry of Agriculture, Land Reclamation Service, Directorate V, 60 Kolokotroni St., Athens.★ (Telephone: 202-WO 7-5566).

● **INDIA**—20 crawler tractors, diesel 60-75 hp.; 20 hydraulic operated dozer attachments; 20 sets of fast wearing repair-replacement parts; 20 sets of manufacturer recommended special tools for maintenance of equipment in the field. Tender No. SP/B/136/Guj(19)/66-67, bid deadline Aug. 11. Bid financed by International Development Association. Tender form priced at Rs. 100.00 (approximately $13.33). Deputy Director of Industries (Stores Purchase), Office of the Director of Industries and Central Purchasing Officer, Government of Gujarat, Block 0.18 New Civil Hospital Annexe, Ahmedabad 16.

● **IRAQ**—Crawler mounted dual drum concrete paver, 34 cu. ft.; tender No. INQ/66/DME/6. Trailer mounted, 4 wheel concrete mixer, 16 cu. ft.; tender No. INQ/66/DME/8. Bid deadline both tenders July 26. Embassy of the Republic of Iraq, Office of the Armed Forces Attache, Washington, D. C.

● Concrete mixer, 6 cu. ft., mounted on 2 wheel pneumatic tired trailers. Tender No. DME/7/1966, bid deadline July 26. Embassy of the Republic of Iraq, Office of the Armed Forces Attache, Washington, D. C.

NEW ZEALAND—Stainless steel belting for use in conveyor systems for the food industry. R. A. Hawkeswood, General Manager, Paykel Bros. Ltd. (importer), P.O. Box 5046, Auckland, C.1. WTD 6/7/66.

PHILIPPINES—Logging equipment, parts;

fork lifts; direct purchase and agency. Chong Kam Sang, General Manager, Sen Hing Trading (importer, wholesaler), 876 Gandara, Manila. WTD 9/2/65.

● **SUDAN**—3 rotary rigs, truck mounted and supporting drilling equipment. Tender No. LU&RWDD/TENDER/64/65/66, bid deadline Aug. 15. Director, Department of Land Use & Rural Water Development, P.O. Box 1153, Khartoum. Tender forms with detailed specifications may be obtained from the above address.

● **TURKEY**—Supply of 2 tractors to operate with trailers, and to have a 3,000-lb. load pulling capacity. Tender No. 966/3041, bid deadline July 18. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone 202-WO 7-5589).

354 Metalworking machinery

AUSTRALIA—Machinery for manufacturing bolts 5/8" to 7/8" inclusive in size in both mild and high tensile steels. Machinery should have capacity to produce bolts to the British Standard BS. 916 for mild steel and British Standard BS. 3139 for high tensile steel bolts. Interested suppliers may quote for machinery with capacity to perform all or any part of the operations necessary to transform wire into the finished bolt by the cold heading and thread rolling process. Should potential suppliers quote on all machines required for the above production process, they should quote separately for each individual piece of machinery. Commonwealth Bolt and Rivet Pty. Ltd., 46 Edinburgh Road, Marrickville, N.S.W. WTD 6/8/66 on Sydney Steel Co., Pty. Ltd. (parent co.)

Automatic grinding machinery; induction type brazing machines, for use in producing tungsten carbide-tipped circular saws. Lyne Engineering Co. (manufacturer), 11 Smallwood Ave., Homebush, N.S.W. Attn: Mr. E. A. Davies. WTD 6/10/66.

BELGIUM—All kinds of metalworking machine tools, cutting tools (except sawing machines, blades), such as lathes, shapers, milling machines. Exclusive agency. S. A. Integra (importer, exporter, manufacturer), 22 Rue de la Vieille Montagne, Liege. WTD 12/16/65.

● **GREECE**—Miscellaneous items of metalworking equipment and tools including gas welding and cutting torches, and accessories, special milling chucks, drilling chucks, sledge hammers, chisels, for vocational training centers. Tender 2nd/416/66, bid deadline July 27, Ministry of Commerce, 2nd State Purchases Directorate, 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5652).

TRINIDAD—Power driven hand tools, all kinds. Direct purchase and agency. Lue Choy's Hardware Store (importers, wholesalers, retailers, commission merchants), 16 Saddle Rd., San Juan. WTD 6/14/66.

355 Special industry machinery

AUSTRALIA—Fluid logic components both binary and analog in connection with hydraulic equipment. Direct purchase and agency. Fluid Power Co. Pty. Ltd. (importer, distributor). 383 Swan St., Richmond, E.1, Victoria. WTD 12/18/65.

Meat and bread slicing machines, automatic and continuous. Direct purchase and agency. Kenwood Peerless Pty. Ltd. (importer, exporter, retailer, manufacturer), 476 Crown St., Surry Hill, N.S.W. WTD 6/1/66.

BELGIUM—Packing machines used in paint manufacturing industry (can filling, marking, closing). J. De Vree & Co. n.v. (exporter, wholesaler, manufacturer), 3-6-8- Toekomstlaan, Merksem, Antwerp. WTD 6/6/66.

GERMANY—Glass decorating machines; processing machines for household glassware. Rastal-Werk, W.u.G. Sahm OHG (manufacturer), 541 Hoehr-Grenzhausen, Lindenstrasse 18. WTD 4/14/66.

IRAN—Plant with daily production capacity of 5 tons (17,000 spindles) of natural and nylon threads ranging from No. 2 to 40, plant capable of producing 5 tons daily: all kinds of cotton thread used in carpet and clothing industries; plant capable of producing 50 tons daily of staple fiber of 1.5 to 14 denier and staple from 32 mm. to 150 mm. (white and colored). Rodya Co. (importer, exporter), No. 9/10 Saray Omid, Bouzarjomehri Avenue, Tehran. WTD 6/9/66.

SPAIN—Offset printing machinery. Direct purchase and agency. Requests replies in Spanish. Farp de Vigo, S.A. (newspaper, publisher), Colon 28-30, Vigo (Pontevedra). WTD 6/17/66.

Machinery for manufacturing wooden frames and mouldings. Requests descriptive literature and prices, c.i.f. Spanish port. Antonio Diaz e Hijos, S.A. (manufacturer, wholesaler), Fray Luis de Leon 3, Madrid (5). WTD. 6/17/66.

Designs for construction of light self-supporting containers for liquid gases and fertilizers, anhydrous ammonia. Domo, S.A. (manufacturer), Serrano 100, Madrid (6). WTD 6/17/66.

THAILAND—Rice mill machinery, complete (include paddy storage, milling, fumigating, vitaminized-rice coating machine, and bagging machine), with capacity of 200 tons per 24 hour day. Catalog with complete layout details and prices requested. Direct purchase and agency. Oriental Corp. Ltd. (importer, wholesaler, agent), 497-503 Charoen Krung Rd., Bangkok. WTD 9/23/65.

356 General industrial machinery

ITALY—Complete equipment for manufacturing plastic disposable hypodermic syringes, needles (capacity, 44,000 to 50,000 syringes in 8 hours); automatic machine for filling, closing, packing syringes in sterile containers. Dino S. Saltiel (Italia) (consultant, engineer, exporter), Via Strigelli 13, Milan. WTD in preparation.

NORWAY—Power steel strapping machines and systems for handling packages approximately 200 cm x 180 cm x 100 cm. Direct purchase and agency. P. Thams Maskinforretning A/S (importer, manufacturer's agent), Nordregate 22, Oslo. WTD 6/2/66.

358 Service industry machines

ANGOLA—1,000-ton-freezer storage at 0° F or under. Interested in both plate and blast freezing equipment. Capacity desired is to process 10-12 tons of fish a day. Also interested in machinery to make 12 tons of flake ice per day. Uniao Angolana de Pesca e Industria, S.A.R.L. (fish processing plant), Attn: Mr. J. S. Botha, P.O. Box 11, Cacuaco. WTD in preparation.

BELGIUM—Automatic dry cleaning equipment and clothes dryers for laundromats, no washing machines. Exclusive agency. Washing 2000 (importer, commissioner), 154 Avenue de Floreal, Brussels 18. WTD 6/7/66.

THAILAND—Oscillating-type sanders, water spray type, 6 units required. Requests catalogs and price lists. Thai Yarnyon Co. Ltd. (importer, wholesaler, retailer). 388/3 Petchburi Road. Bangkok. WTD 2/8/66.

361 Electric transmission, distribution equipment

● **ECUADOR**—Supply one 22 kv step-up sub and switching station for Loja-Catamayo, Ecuator. Eximbank financing. Tender No. 2200-13, bid deadline July 25. Additional specifications available for about $22,15 (includes airmail) from Instituto Ecuatoriano de Electrificacion, Avenida 10 de Agosto 817 (Casilla 2986), Quito, Ecuador. One copy of specifications available for review only, not for loan, from the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

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● Supply Loja and Catamayo, Ecuador distribution system, 13.2 kv high voltage system; 4,160 high voltage, 240 and 210 low voltage distribution circuits. Requirement includes conductors, conductor accessories, insulators, transformers, line hardware, street lighting equipment. Eximbank financing. Tender No. 2200-15, bid deadline July 25. Additional specifications available from Instituto Ecuatoriano de Electrificacion, Avenida 10 de Agosto 817 (Casilla 2986), Quito, Ecuador, for approximately $22.15 includes air mail, diesel generating set and sub and switching station. One copy of specifications available for review only, not for loan, from the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

FRANCE—Electronic test equipment, such as micro-wave test equipment, high frequency radio testing oscilloscopes. Direct purchase and agency. Union Radio Import Co. (importer, wholesaler, agent), 2 Boulevard Pereire, 75-Paris (17). WTD 2/25/66.

● **SYRIA**—Supply of 10,000 (10 Amp) and 25,000 (20 Amp) unipolar automatic circuit breakers. 380/220 volts. Tender No. 21, bid deadline Aug. 4. Syrian Electricity Institution, Directorate of Financial Affairs, Contracts Division, Balkiss St., Damascus, Syrian Arab Republic. Copies of terms and conditions available from issuing authority for $15 including air mail postage to the U.S.

362 Electrical industrial apparatus

● **ECUADOR**—Supply and install one 500 kw continuous control panel, accessories, etc., for Loja, Ecuador. Eximbank financing. Tender No. 2200-12, bid deadline July 25. Additional specifications available from Instituto Ecuatoriano de Electrificacion, Avenida 10 de Agosto 817 (Casilla 2986), Quito, Ecuador; approximately $22.15 includes air mail, sub & switching station and Loja-Catamayo distribution system. One copy of specifications available for review only from the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

FRANCE—Static converters. Direct purchase and agency. Etablissements Heymann (manufacturer, dealer), 13 Rue des Muriers, Paris, 20e. WTD 2/24/66.

GERMANY—Welding machines, equipment and accessories, electro and autogen; c.i.f. European ports. Direct purchase and agency. Reiz Schweisstechnik KG (wholesaler, importer), 9 Weg zum Ludwigstal, 432 Holthausen ueber Hattingen. WTD 6/6/66.

GREECE—Motors, 1 to 10 hp.; motor generator sets. Requests descriptive literature and quotations c.i.f. Piraeus. Direct purchase and agency. Thymios D. Petrou (importer, exporter, sales agent), 9 Patission St., Athens 101. WTD 6/6/66.

363 Household appliances

● **CEYLON**—Supply of 150 desk fans and 2,000 ceiling fans 220/230 volt, a.c. 50 cycle, single phase system. Tender No. EI/C&S/T/13/66, bid deadline August 5. The Chairman, Tender Board, Ministry of Land, Irrigation & Power, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-5345).

364 Electric lighting, wiring equipment

BELGIUM—Decorative metal switchplates, white metal bases for decorative lamps, residential use. Mrs. Jean Kaufmann (importer), 71 Boulevard Mettewie, Brussels 8. WTD 6/7/66.

365 Radio, television receiving sets

FRANCE—High quality loudspeakers, electrodynamic and magnetic. Societe Elipson (manufacturer, dealer), 45 Rue Cortambert, Paris, 16e. WTD 3/17/66.

GERMANY—Hi-fi equipment (head phones, sound receiving systems, record players, loudspeakers, amplifiers and tuners). Requests price quotations f.o.b. American ports or c.i.f. Rotterdam. Direct purchase and agency. Saturn Electro-Handelsgesellschaft mbH. & Co. KG. (importer, wholesaler, retailer, exporter), 79/81 Hansaring, 5 Koeln a. Rh. WTD 6/8/66.

PHILIPPINES—Transistor radios, parts, accessories; loudspeakers, microphones, radio tubes, parts. Martin Sangalang, Proprietor and Manager, M. Sangalang Radio Supply & Service (importer, wholesaler, retailer), 632 Raon, Manila. WTD in preparation.

366 Communication equipment

● **KENYA**—Supply of automatic telephone sets. Tender document will be furnished by the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1, to qualified, registered bidders. Reference should be made to DF 4254 of June 17.

● **KOREA**—Supply of spare parts for teletypewriters, high frequency radio receivers, wire carrier telephone terminal and Pentaconta crossbar, testing and measuring equipment, cabinets, tubes and components. Invitation No. KFX-6089-S, bid deadline July 21. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4823).

● **NEW ZEALAND**—Supply of 4 message storage devices for international telegraph circuits. Tender No. CAQ 103/66, bid deadline Aug. 5. Stores Manager, Department of Civil Aviation, Wellington. Copy of specifications may be obtained from New Zealand Senior Trade Commissioner in the U.S.A., 1145 19th St., N.W., Washington, D.C. 20036.★ (Telephone; 202-WO 7-4823).

367 Electronic components, accessories

FRANCE—Electron tubes, radio and television receiving types. Direct purchase and agency. Union Radio Import Co. (importer, wholesaler, agent), 2 Boulevard Pereire, 75—Paris (17). WTD 2/25/66.

Electronic components, such as specialty resistors for electronic end products; solid state electronic devices and similar devices; inductors; electronic transformers and capacitors. Direct purchase and agency. S.A. Electro S.N.L. (manufacturer, dealer), Avenue Montesquieu, 95 Soisy-sous-Montmorency. WTD 3/16/66.

NORWAY—Electronic scientific, laboratory and control instruments and components, semiconductors and micro-circuits. Direct purchase and agency. Amund Clausen A/S (importer, manufacturer's representative), Parkveien 53, Oslo. WTD 6/9/66.

369 Electrical machinery, equipment, supplies

HONG KONG—Miniature mercury dry batteries, voltages from 1.35 to 5.6 volts with current ratings suitable for hearing aids, photoflashes, and key-ring-flashlights. Requests catalogues and c&f prices. Forward Trading Co. (importer, exporter), P.O. Box 2167, Hong Kong. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

AUSTRALIA—Automotive parts and accessories and road safety equipment. Direct purchase and agency. Denhart Industries Pty. Ltd. (importer, wholesaler), 63 Kingsway, Melbourne, S.C.5, Victoria. WTD in preparation.

Air conditioning equipment for automobiles. Direct purchase and agency. Denhart Industries Pty. Ltd., 63 Kingsway, Melbourne, S.C.5, Victoria. WTD in preparation.

BELGIUM—Spare parts for heavy-duty trucks. Garage du Limbourg, p.v.b.a. (importer, exporter, manufacturer), 33 Luikersteenweg, St. Truiden. WTD 6/8/66.

GREECE—Automotive accessories, including de luxe and novelty articles. Requests descriptive literature and price lists. Direct purchase and exclusive agency. Victor A. Carabelas "Victor" (importer, wholesaler, retailer), 1-A Marni St., Athens 101. WTD 6/15/66.

KOREA—Automobile exhaust filter. Direct purchase and agency. United Industries International (offer agents), I.P.O. Box 1776, Seoul. WTD 4/16/66.

PHILIPPINES—Truck spare parts. Direct purchase and agency. Chong Kam Sang, General Manager, Sen Hing Trading (importer, wholesaler), 876 Gandara, Manila. WTD 9/2/65.

373 Ship, boat building

FRANCE—Accessories for motor boats. Fenwick S.A., Departement Marine (manufacturer, importer, dealer), 15 Rue Fenelon, Paris, 10e. WTD 6/24/65.

374 Railroad equipment

● **BURMA**—150 vacuum brake cylinders combined 15″ dia "E" type complete with piston rods, release valves. Tender No. 216/T/TTS-BR(C&W)/65-66, bid deadline Aug. 10. Copies of specifications and drawings can be obtained from Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.

381 Engineering, laboratory, scientific research instruments

● **IRAQ**—Supply of three sets of sieve analysis equipment. Tender No. INQ/66/DME/25, bid deadline Aug. 2. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

● **TURKEY**—Supply of laboratory apparatus including, but not limited to, the following: 10 vacuum pumps; 12 hot plates; 46 drying cabinets; 10 precision balances; 40 double scale and solution balances; 5 compression machines; 5 block testing sets; 5 water balances. Tender No. 66-16L/T-65, bid deadline July 27. DSI Genel Mudurlugu, Makina ve Ikmal Dairesi Baskanligi, Ankara (General Directorate of State Hydraulic Works, Machinery and Supply Department).★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

● **GREECE**—Greece has announced July 30 as the bid deadline for the supply of 40,000 displacement type cold water meters (see INTERNATIONAL COMMERCE, June 27 issue, p. 49). Tender No. 1317, estimated value $500,000. Societe Anonyme Hellenique des Eaux, Purchasing Service, One Kornarou St., Athens 126.★ (Telephone: 202-WO 7-2939).

● **TURKEY**—Supply of 30 water level recorders to be used in deep wells and to consist of glycerine ink and pen, metric charts, 4″ float operated, steel rope and pulley type, powered by a lock operating for 30 days. Tender No. 66-161-60, bid deadline July 20. DSI Genel Mudurlugu, Makina ve Ikmal Dairesi Baskanligi, Ankara (General Directorate of State Hydraulic Works, Machinery and Supply Department).★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments, safety devices

CANADA—Inflatable life jackets. Direct purchase and/or agency. British Mercantile Co. Ltd. (importer, exporter, distributor), 367 Water St., Vancouver 3, B.C. WTD 6/6/66.

GERMANY—Welders protective clothing and headgear; c.i.f. European ports. Direct purchase and agency. Reiz Schweisstechnik KG (wholesaler, importer), 9 Weg zum Ludwigstal, 432 Holthausen ueber Hattingen. WTD 6/6/66.

● **IRAN**—Supply of 200 units of individual respirators, plus 40 additional larger units, complete with accessories and spare parts. Bid

deadline Aug. 31. The Steel Corporation of Iran, 35 Forsat Avenue, Shah Reza, Tehran.★ (Telephone: 202-WO 7-2939).

386 Photographic equipment

● **IRAQ**—Supply of 5,160 boxes of X-ray films; 350 rolls of X-ray films; 2,000 ampoules of urographine; 20 boxes of 6 amps. myodil; 200 amps. of dionosil; 300 tins of fixer; 300 tins of developer. Tender No. MEDICAL/5-966, bid deadline Aug. 13. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

393 Musical instruments, parts

GERMANY—All types of musical instruments, except pianos and organs; parts and accessories. Direct purchase and agency. Johann Siebenhuener (wholesaler, sales agent, manufacturer), 6083 Walldorf, Tannenstrasse 27. WTD 5/26/66.

394 Toys, amusement, sporting goods

FINLAND—Tiles (playing pieces). Requests brochures, price lists, terms. Oy Bell Ab (indent agent), Laajasuontie 16-18 C 24, Helsinki 32. WTD 6/8/66.

FRANCE—Surf-riding boards, all sizes, preferably articles of very new types, such as plastic foam boards. Direct purchase and agency. Price lists and descriptive leaflets requested. Comptoir de Fabriques (wholesaler), 50-52 Rue Barreyre; 33—Bordeaux, Gironde. WTD under revision, old WTD 10/20/64 available.

TRINIDAD—Childrens' toys and games, all kinds. Direct purchase and agency. C. A. J. Lashley Co., Ltd. (importer, wholesaler, commission merchant), 11 Edward St., Port of Spain. WTD 6/14/66.

395 Pens, pencils, office, artists' materials

AUSTRALIA—Colors, glazes, bronzes, brushes, transfers, tools and other materials used in ceramic work. Russel Cowan Pty. Ltd. (importer, wholesaler, manufacturer), 132-138 Pacific Highway, Waitara, N.S.W. WTD 6/8/66.

396 Costume jewelry, novelties, buttons, notions

AUSTRALIA—Dried flowers, especially Mexican daisies. Everlastings (importer, retailer, wholesaler), G 41 Imperial Arcade, Sydney, N.S.W. WTD 6/8/66.

Dried flowers, principally chrysanthemums. Olivier & Semet (Australia) Pty. Ltd. (importer, wholesaler), Box 2842, GPO, Sydney, N.S.W. WTD 6/7/66.

● **IRAQ**—Brass buttons, 2 sizes, 300,000 each size. Tender No. ORD/60-966. Bid deadline Aug. 27. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-4370).

399 Manufacturing industries

FINLAND—Audio-visual teaching devices and equipment. Requests brochures, price lists, terms. Oy Bell Ab (indent agent), Laajasuontie 16-18 C 24, Helsinki 32. WTD 6/8/66.

TRINIDAD—Paint and household brushes. Lue Choy's Hardware Store (importers, wholesalers, retailers, commission merchants), 16 Saddle Rd., San Juan. WTD 6/14/66.

508 Machinery equipment, supplies

FINLAND—Army surplus periscope viewers. Requests brochures, price lists, terms. Oy Bell Ab (indent agent), Laajasuontie 16-18 C 24, Helsinki 32. WTD 6/8/66.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

195 Small arms

FRANCE—Hunting guns; all kinds. Requests replies in French. Mr. Raymond Camus (middleman), 78 Rue Nationale, 59 Lille. WTD 6/8/66.

201 Meat products

FRANCE—Canned meat and poultry. Requests replies in French. Mr. Raymond Camus (middleman), 78 Rue Nationale, 59 Lille. WTD 6/8/66.

202 Dairy products

FRANCE—Condensed and evaporated milk; ice cream and frozen desserts. Requests replies in French. Mr. Raymond Camus (middleman), 78 Rue Nationale, 59 Lille. WTD 6/8/66.

203 Canning, preserving food

FRANCE—Canned, bottled and preserved fruits; frozen fruit juices; canned vegetables; vegetable juices: canned, bottled and bulk; canned fish, shrimps, oysters, clams, crabs and other sea foods. SOGEDCOR—Societe Generale de Commerce et de Representation (importer, wholesaler), 91 Fbg. St. Denis, Paris, 10e. WTD 5/31/66.

Canned fruits and vegetables; canned fruit and vegetable juices; catsup and similar tomato sauces, jams and jellies; canned fish, shrimps, oysters, clams, crabs and other sea food. Baby foods; health foods; sea food soups. Requests replies in French. Mr. Raymond Camus (middleman), 78 Rue Nationale, 59 Lille. WTD 6/8/66.

204 Grain mill products

FRANCE—Prepared feeds for animals and fowls; cereal breakfast foods and related preparations; rice flour. Requests replies in French. Mr. Raymond Camus (middleman), 78 Rue Nationale, 59 Lille. WTD 6/8/66.

205 Bakery products

FRANCE—Biscuits, crackers and similar "dry" bakery products. Requests replies in French. Mr. Raymond Camus (middleman), 78 Rue Nationale, 59 Lille. WTD 6/8/66.

207 Confectionery

FRANCE—Candies, salted nuts, solid chocolate bars, chewing gum. Requests replies in French. Mr. Raymond Camus (middleman), 78 Rue Nationale, 59 Lille. WTD 6/8/66.

208 Beverage industries

FRANCE—Concentrated fruit juices, for fountain use. SOGEDCOR—Societe Generale de Commerce et de Representation (importer, wholesaler), 91 Fbg. St Denis, Paris, 10e. WTD 5/31/66.

209 Food preparations

FRANCE—Instant coffee, coffee extracts. Requests replies in French. Mr. Raymond Camus (middleman), 78 Rue Nationale, 59 Lille. WTD 6/8/66.

220 Textile mill products

GREECE—Yarns including Dacron, wool; cotton piece goods; nylon, rayon, synthetic piece goods; woolen piece goods; first quality only. Requests catalogues and price lists. Ant. Ap. Apostolakos (sales agent), 1 Ploutonos St., Athens 117. WTD 6/13/66.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Men's suits, coats and overcoats. Etablissements Max Rapuch (manufacturer, importer, dealer), 168 Rue St Denis, Paris, 2e. WTD 3/31/66.

232 Men's, youths', boys' furnishings

FRANCE—Men's separate trousers. Etablissements Max Rapuch (manufacturer, importer, dealer), 168 Rue St Denis, Paris, 2e. WTD 3/31/66.

238 Apparel, accessories

FRANCE—Men's raincoats. Etablissements Max Rapuch (manufacturer, importer, dealer), 168 Rue St Denis, Paris, 2e. WTD 3/31/66.

260 Paper, allied products

AUSTRIA—Bleached, semi-bleached sulfate pulp, bleached mechanical wood pulp, kraft liner, kraft liner waste. Paul Stallmeister, Industrie-Vertretungen (manufacturers' representative), Grabenstrasse, A-5020 Salzburg-Maxglan. WTD 12/30/65.

GREECE—Bleached sulphite pulp; unbleached kraft pulp, ground wood, newsprint. Exclusive agency. Andreas D. Papachristopoulos & Co. (sales agent), 16 Plateia Theatrou, Athens. WTD 6/13/66.

264 Converted paper, paperboard products

LEBANON—Sanitary napkins and toilet paper. Mr. Ara Hrechdakian, Ara & Cie (importer), B. P. 1535. WTD 10/1/65.

PHILIPPINES—Cellophane paper for packaging, converted. Joaquin Ma, Manager, Angie's Optical Center (importer, wholesaler, retailer, indentor), 581 Rizal Avenue Extension, Caloocan City. WTD in preparation.

282 Synthetic materials

PHILIPPINES—Polyethylene resins for lamination. Joaquin Ma, Manager, Angie's Optical Center (importer, wholesaler, retailer, indentor), 581 Rizal Avenue Extension, Caloocan City. WTD in preparation.

VENEZUELA—Thin plastic sheets for decorative purposes. George A. Gold—Representa-

ciones (Apartado 6454) (sales agent), Edif. Residencia Hilton 503, Avda. El Casquillo, Colinas de Bello, Caracas. WTD 6/13/66.

283 Drugs

BELGIUM—Pharmaceutical specialties for medical and veterinary purposes. Chemico-Pharma (manufacturer, exporter, wholesaler), 29 Abeelstraat, Roeselare. WTD 6/8/66.

GREECE—Proprietary medicines, antibiotics, other pharmaceutical specialties for human and veterinary use. Panagiotis Od. Savouras (sales agent), 10 Skoufa St., Athens 136. WTD 6/17/66.

IRAN—Ethical pharmaceuticals, all kinds. Propane Co., Ltd. (importer), 435-438 Aluminum Bldg., Shah Ave., Tehran. WTD 6/13/66.

LEBANON—Pharmaceutical and chemically related products. Mr. Ara Hrechdakian, Ara & Cie(importer), B. P. 1535. WTD 10/1/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

FRANCE—Auto body polishes and cleaners. Replies requested in French. Raymond Camus (agent), 78 Rue Nationale, 59 Lille. WTD 6/8/66.

LEBANON—Toothpaste, soap, detergents. Mr. Ara Hrechdakian, Ara & Cie (importer), B. P. 1535. WTD 10/1/65.

SWITZERLAND—Cosmetics, all kinds. Henri J. Bell (manufacturers' representative), Marktgasse 9, 9450 Altstaetten SG. WTD 6/13/66.

Shoe polish, all kinds. Henri J. Bell (manufacturers' representative), Marktgasse 9, 9450 Altstaetten SG. WTD 6/13/66.

285 Paint, varnish, lacquer, enamel

SWITZERLAND—Paints, rust fighters, anti rust compounds, other chemical technical products. Henri J. Bell (manufacturers' representative), Marktgasse 9, 9450 Altstaetten SG. WTD 6/13/66.

306 Fabricated rubber products

FRANCE—Automotive seating, latex foam; automotive upholstery fabrics, rubber coated. Request replies in French. Raymond Camus (agent), 78 Rue Nationale, 59 Lille. WTD 6/8/66.

319 Leather goods

FRANCE—Embossed leather goods, leather desk sets, leather novelties, to be sold as gift articles. Jean-Paul Seror (salesman), 63 Avenue Artistide Briand, 94 Cachan (Val de Marne). WTD 5/16/66.

322 Glass, glassware

FRANCE—Glass tableware, to be sold as gift articles. Jean-Paul Seror (salesman), 63 Avenue Aristide Briand, 94 Cachan (Val de Marne). WTD 5/16/66.

326 Pottery

FRANCE—Tableware: semi-vitreous or vitreous china, to be sold as gift articles. Jean-Paul Seror (salesman) 63 Avenue Aristide Briand, 94 Cachan (Val de Marne). WTD 5/16/66.

327 Concrete, gypsum, plaster products

FRANCE—Building materials, i.e., concrete, plaster, lime, gypsum, other building materials. Societe Technico (importer), 5 Avenue du Midi, 06 Golfe Juan, A.M. WTD 6/7/66.

331 Steel mill products

VENEZUELA—Galvanized steel plates. George A. Gold—Representaciones (Apartado 6454) (sales agent), Edif. Residencia Hilton 503, Avenida El Casquillo, Colinas de Bello Monte, Caracas. WTD 6/13/66.

335 Rolling, drawing, extruding of nonferrous metals

FRANCE—Electric cables and wires. S. A. Electro S.N.L. (manufacturer, dealer), Avenue Montesquieu, 95 Soisy-sous-Montmorency. WTD 3/16/66.

342 Cutlery, hand tools, general hardware

FRANCE—Meat cutting knives; table cutlery; manicure implements; manicure scissors; safety razors. Coutellerie A. Bidous (manufacturer, retailer), 57 & 133 Rue Montesquieu, 47 Agen. WTD 4/1/66.

Hand tools, i.e., saws, hammers, pliers, screwdrivers, any other tools used in construction trade. Societe Technico (importer), 5 Avenue du Midi, 06 Golfe Juan, A.M. WTD 6/7/66.

Household hardware, all types of items, accessories, fittings for home furniture; cabinetmakers' and builders' hardware, handtools, 'do-it-yourself' equipment. M. & H. Penicaut (wholesalers, retailers, agents), 8 Rue Louvrier-Lajolais; 87-Limoges, Haute-Vienne. WTD 11/10/65.

344 Fabricated structural metal products

FRANCE—Prefabricated metal houses. Societe Technico (importer), 5 Avenue du Midi, 06 Golfe Juan. WTD 6/7/66.

345 Screw machine products

NEW ZEALAND—Rivets, fasteners and accessories used by fabricators of aluminum products. Patterson Distributors Ltd. (manufacturers' representative, importer), 56 Victoria St., Wellington, C.1.N.Z. Attn: Mr. H. W. B. Patterson, Managing Director. WTD in preparation.

352 Farm machinery

GREECE—Cotton pickers. Panagiotis Od. Savouras (sales agent), 10 Skoufa St., Athens 136. WTD 6/17/66.

353 Construction, mining, materials handling machinery

AUSTRALIA—Coil lifters (1,000 to 50,000 lb.) "C" hooks, rotating hooks, plate grabs, sheet lifters. T. C. Hasemer Pty. Ltd. (importer), 117 Pitt St., Sydney. WTD 6/8/66.

354 Metalworking machinery

MEXICO—Lathes, milling machines, presses. Mexican Printing Supply, S.A. (importer, distributor), Calz de Tlalpan No. 393, Mexico 13, D.F. WTD 4/6/66.

Dynamic balancing machines. Servicio Industrial, S.A. (SISA) (importer, distributor), Apartado Postal No. 6-Bis, Mexico 1, D.F. WTD 6/14/65.

SPAIN—Tools, machinery, equipment for metal working of all types. Requests promotional literature in Spanish. Miguel Izuzquiza Herranz (agency), Hilarion Eslava 26, 6°, Madrid (15). WTD 6/17/66.

355 Special industry machinery

MEXICO—Printing presses, folding machines, linotype machines, paper cutting and folding machines. Mexican Printing Supply, S.A. (importer, distributor), Calz. de Tlalpan No. 393, Mexico 13, D.F. WTD 4/6/66.

PHILIPPINES—Industrial machinery for chemical and food industries. Joaquin Ma, Manager, Angie's Optical Center (importer, wholesaler, retailer, indentor), 581 Rizal Avenue Extension, Caloocan City. WTD in preparation.

357 Office, computing, accounting machines

VENEZUELA—Scales, except laboratory. George A. Gold—Representaciones (Apartado 6454) (sales agent), Edif. Residencias Hilton, 503, Avenida El Casquillo, Colinas de Bello Monte, Caracas. WTD 6/13/66.

358 Service industry machines

VENEZUELA—Compressors and similar parts for refrigeration systems. George A. Gold—Representaciones (sales agent), Edificio Residencia Hilton, 503 Avenida El Casquillo, Colinas de Bello Monte, Caracas. WTD 6/13/66.

Airconditioning window units 110 v, 50/60 cycle. George A. Gold—Representaciones (Apartado 6454) (sales agent), Edif. Residencia Hilton 503, Avda. El Casquillo, Colinas de Bello Monte, Caracas. WTD 6/13/66.

363 Household appliances

FRANCE—Household electrical appliances (a.c., 50-cycles, 110/115 or 220 volts), modern types, all categories; vacuum cleaners, floor-waxers, laundry and dish-washing machines, refrigerators, freezers, cooking ranges, heaters; also small electrical kitchen devices. M. & H. Penicaut (wholesaler, retailer), 8 Rue Louvrier-Lajolais; 87-Limoges, Haute-Vienne. WTD 11/10/65.

Electric hand and face dryers, hair dryers; electric curling irons; electric vibrators; electric razors; electric dry shavers. Coutellerie A. Bidous (manufacturer, retailer), 57 and 133 Rue Montesquieu, 47 Agen. WTD 4/1/66.

364 Electric lighting, wiring equipment

FRANCE—Flash light lamps, or bulbs. La Verrerie Scientifique (manufacturer, dealer), 12 Avenue du Maine, Paris, 15e. WTD 2/9/66.

365 Radio, television receiving sets

FRANCE—Radio receiving sets; high-fidelity sets; electronic equipment for home entertainment. Jean-Paul Seror (salesman), 63 Avenue Aristide-Briand, 94 Cachan (Val de Marne). WTD 5/16/66.

366 Communication equipment

FRANCE—Coders. La Verrerie Scientifique (manufacturer, dealer), 12 Avenue du Maine, Paris, 15e. WTD 2/9/66.

367 Electronic components, accessories

FRANCE—Specialty resistors for electronic end products; solid state electronic devices and similar devices; inductors, electronic trans-

formers; capacitors. Jean-Paul Seror (salesman), 63 Avenue Aristide Briand, 94 Cachan (Val de Marne). WTD 5/16/66.

Electronic components, such as specialty resistors for electronic end products; solid state electronic devices and similar devices; inductors, electronic transformers and capacitors. Societe Stockli (manufacturer, dealer), 18 Rue Galilee, 93 Montreuil. WTD 3/17/66.

Microwave diodes: snap-off, switching, tunnel; varactor, detection, mixing, pin. Microwave components. High power UHF transistors. Microcomponents for space industry. Ste. Europeenne d'Echanges Commerciaux (S.E.D.E.C.O.) (importer, dealer), 5 Rue Drouot, Paris, 9e. WTD 5/28/65.

Phanotrons, thyratrons, kenotrons. La Verrerie Scientifique (manufacturer, dealer), 12 Avenue du Maine, Paris, 15e. WTD 2/9/66.

371 Motor vehicles, motor vehicle equipment

GREECE—Private cars 8 hp. and over. Requests descriptive literature and quotations c.i.f. Piraeus. Thymios D. Petrou (importer, exporter, sales agent), 9 Patission St., Athens 101. WTD 6/6/66.

372 Aircraft, parts

PHILIPPINES—Aircraft and spare parts. Joseph W. Stevens, President, M. M. Stepper & Co., Inc. (importer, exporter, wholesaler, indentor), 301-303 Banquero St., Regina Bldg., Escolta St., Box 365, Manila. WTD in preparation.

391 Jewelry, silverware, plated ware

FRANCE—Flatware: knives, forks, spoons; toilet ware; to be sold as gift articles. Jean-Paul Seror (salesman), 63 Avenue Aristide Briand, 94 Cachan (Val de Marne). WTD 5/16/66.

394 Toys, amusement, sporting goods

BELGIUM—All kinds of toys. Exclusive agency. Manufacture Belge des Encres a Ecrire—Bouhon (importer, exporter, wholesaler, manufacturer), 301 Avenue de la Reine, Brussels. WTD 6/11/65.

SWITZERLAND—Winter sport goods. Henri J. Bell (manufacturer's representative), Marktgasse 9, 9450 Altstaetten SG. WTD 6/13/66.

395 Pens, pencils, office, artists' materials

BELGIUM—Glue, stamp pads, staplers, marking pencils, ball point pens. Exclusive agency. Manufacture Belge des Encres a Ecrire—Bouhon (importer, exporter, wholesaler, manufacturer), 301 Avenue de la Reine, Brussels. WTD 6/11/65.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Costume jewelry, novelties and ornaments, to be sold as gift articles. Jean-Paul Seror (salesman), 63 Avenue Aristide Briand, 94 Cachan (Val de Marne). WTD 5/16/66.

399 Manufacturing industries

FRANCE—Hair clippers (human use). Coutellerie A. Bidous (manufacturer, retailer), 57 & 133 Rue Montesquieu, 47 Agen. WTD 4/1/66.

Linoleum, and plastic floor coverings. Requests descriptive brochure. Societe Technico (importer), 5 Avenue du Midi, 06 Golfe Juan, A.M. WTD 6/7/66.

Perfume atomizers, to be sold as gift articles. Jean-Paul Seror (salesman), 63 Avenue Aristide Briand, 94 Cachan (Val de Marne). WTD 5/16/66.

751 Automobile rentals

AUSTRIA—Seek agency arrangement with U.S. Rent-a-Car organization. Ludwig Lanczmann, Autoverleih (automobile renting service), Rechte Wienzeile 21, A-1040 Vienna. WTD 6/30/65.

Leads for Importers

Commodities are offered direct unless specified

201 Meat products

ARGENTINA—Frozen shrimp. Wants to contact potential distributors or agents. Frigorifico General San Martin, S.A. (exporter), Viamonte 759, 6th Floor, Buenos Aires. WTD in preparation.

209 Food preparations

MALAYSIA—Coconut oil, sago flour. Direct sale or through agents. J. M. Gomez & Co. (importer, exporter, wholesaler, agent), P.O. Box 94, 2-B Mill Rd., Malacca. WTD 6/4/66.

242 Sawmills, planing mills

MALAYSIA—Malayan timber in logs and sawn form. J. M. Gomez & Co. (importer, exporter, wholesaler, agent), P.O. Box 94, 2-B Mill Rd., Malacca. WTD 6/4/66.

251 Household furniture

FRANCE—Chairs and seats of modern types; wood, household, clubs, etc. Also armchairs and sofa beds, good quality. Wholesale exportation direct or through agents. Requests replies in French. Etablissements L. Ferchaud (Societe Anonyme des) (manufacturer, wholesaler), 85-L'Ouillette de Charzais, par Fontenay-le-Comte, Vendee. WTD 6/13/66.

342 Cutlery, hand tools, general hardware

GERMANY—Cutlery of stainless chrome nickel steel 18/8; silver plated cutlery and cutlery made of solid silver; razor blades of stainless steel. Price quotations f.o.b. Hamburg or Bremen. Carl Mertens, cMs-Besteckfabrik (manufacturer, wholesaler, exporter), 8 Krahenhoeher Weg, 565 Solingen. WTD 6/10/66.

343 Heating apparatus, plumbing fixtures

BELGIUM—Plastic children's toilet seats. Photographs and descriptive literature available on loan from the Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Sanaplast n.v. (exporter, manufacturer), 18 Noorderlaan, Antwerpen. WTD 5/31/66.

386 Photographic equipment

SWITZERLAND—Photographic equipment such as professional cameras, professional film developing and printing equipment and supplies, sensitized paper, tape recording equipment. I. Weinberger (importer, exporter, manufacturer), Foerrlibuckstrasse 110, Trade Bldg., 8005 Zurich. WTD 6/9/66.

391 Jewelry, silverware, plated ware

BELGIUM—Polished diamonds. Eddy Bamps (diamond cutter), 62 Pelikaanstraat, Antwerp. WTD 6/2/66.

393 Musical instruments, parts

SWITZERLAND—Getting the following articles in commission (to be paid at once after sale): Musical instruments (Fender Showman), guitars, amplifier and transportable organ, records. Musik Margot (Mrs. Keller) (retailer), Engelgasse 10, 9000 St. Gallen. WTD 6/13/66.

394 Toys, amusements, sporting goods

SWITZERLAND—Getting curious souvenirs in commission (to be paid at once after sale). Musik Margot (Mrs. Keller) (retailer), Engelgasse 10, 9000 St. Gallen. WTD 6/13/66.

399 Manufacturing industries

BELGIUM—Hairnets, haircurlers. Ets. Denhaerynck-Vanden Bossche p.v.b.a. (manufacturer, importer, exporter), 89-91 Broekstraat, Oudenaarde. WTD 6/13/66.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated June unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

American Firms, Subsidiaries and Affiliates—Australia.
Boat and Ship Builders, Repairers, and Chandlers—France.
Dental Supply House—Spain.
Hardware—Importers, Dealers—Colombia.
Hides, Skins and Furs—Importers, Dealers and Exporters—Mexico.
Laundry and Dry Cleaning Industry—Chile.
Laundry and Dry Cleaning Industry—Hong Kong.
Metallurgical and Metal Working Plants—Norway.
Musical Instruments—Importers and Dealers—Hong Kong.
Provisions—Importers and Dealers—Belgium, July.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

BRAZIL—A contract for the construction of a **hotel,** to be known as the Sao Paulo Hilton was awarded to Christiani-Nielsen, Engenheiros e Constructores S.A., Caixa Postal 7204, Sao Paulo. The hotel will have all modern international class appurtenances and reportedly will require a 30-month construction period.

GREECE—The Hellenic Telecommunications Organization, Ltd. (OTE), the Greek Government-owned corporation responsible for the telephone and telegraph service, has announced its **program of purchases** during the period, 1966-67.

The estimated value of the program is about $20.1 million, and as required by law, these purchases will, in most part, be effected through international competitive bidding.

Additional information regarding this program, or individual segments thereof is not available at this time. As soon as bids are issued, they will be published in the appropriate section of the INTERNATIONAL COMMERCE.

A list outlining specific projects and equipment procurement is available from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

The following are the designated project categories and cost allocations excerpted from the list:

A) **Equipment for telephone exchanges:** $2,474,000;

B) **Long distance telephone and telegraph installations:** $2,882,000;

C) **Urban and long distance networks:** $4,000,000;

D) **Wireless installations:** $8,991,000;

E) **Secondary telephone installations:** $400.000;

F & G) **General use supplies and equipment, spare parts:** $1,375,000.

NIGERIA—The current six-year development program of the Northern Nigeria Government places a heavy emphasis on **road development.** The Government hopes to spend approximately U.S.$67 million if external financial aid is forthcoming. Of this amount, it is estimated U.S.$47½ million will be spent on new project.

Three new roads totalling 224 miles and financed by the World Bank are given top priority. The first is the road which will extend from the terminus of the rail line at Maiduguri to Baga on the Lake Chad, the second is the 82 mile Biu/Gombe road and the third is the 14 mile Gumel/Maigatari road which extends to the border of the Niger Republic. When completed, these new roads will facilitate the opening up of agricultural areas, provide adequate outlet for cash crops and enhance the interchange of people and trade between Nigeria and its neighbors in Niger and Chad.

SPAIN—1973 has been established tentatively as a target date for the operational need of a proposed **nuclear power plant** to serve both Spain and Portugal. Over a year ago, the Spanish and Portuguese Governments announced an agreement for the proposed construction of a nuclear electric plant in Huelva province on the Guadina River as a joint venture between a Portuguese and a Spanish electric company.

The parties to the agreement are the Spanish firm of Compania Sevilla de Electricidad, S.A. located in Seville, and the Portuguese firm of Empresa Termoelectrica Portuguesa. The Spanish company is completely privately owned while the Portuguese company is formed jointly by private capital and official capital supplied by the Portuguese Atomic Energy Commission.

Technical studies have been underway and it is hoped that some conclusions regarding size, cost, location, etc., can be formulized by the end of this year.

Construction Awards

LIBYA—Page Communications Engineers of Washington, D.C. has recently contracted to install a communication system for the Oasis Oil Co. in Libya. Reportedly, the system will utilize the Tropospheric Scatter Mode from Tripoli via relay station in Misurata to Es Sider. A V.H.F. system will be installed connecting Es Sider to Marsa Beega. The system will have 24 voice channels and several teletype channels.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—David Mayo, Managing Director, Cecil E. Mayo Pty. Ltd., 235 Commonwealth St., Sydney, N.S.W., **interested in meeting U.S. manufacturers of engineering products in small tool category, especially gauges and other ancillary equipment, and requesting technical information.** July 15 via San Francisco for three weeks. Itinerary: San Francisco; Chicago c/o Lake Shore Club of Chicago, 850 N. Lake Shore Drive, Chicago, Ill.; Aurora c/o De Van-Johnson Co., 507 Rathbone Ave., Aurora, Ill.; South Beloit, Ill.; Milwaukee. WTD 11/18/65.

CHILE—Antonio Blavia B., Invicta S.I.C., Av. Exposicion 1201, Santiago, **interested in licensing agreement for production of leaf springs in Chile and requesting technical information.** July 5 via New York for 15 days. c/o 4907 Redford Rd., Green Acres, Washington, D.C. 20016. Itinerary: Washington, New York, others to be arranged. WTD in preparation.

NETHERLANDS—Jan. J. Bos, Technisch Advies- & Handelsburo J. J. Bos, 164 Meidcornveld, Capelle a/d Ijssel, **interested in exclusive agencies from U.S. manufacturers of materials and environmental testing equipment, such as environmental test chambers and cabinets.** June 28 via New York for three weeks. c/o Research Inc., 169 State Highway, Minneapolis 24, Minn. Itinerary: July 5-15 Minneapolis, July 16-18 New York. WTD 6/17/65. Firm's brochure available on loan basis from U.S. Department of Commerce, BDSA-618, Washington, D.C. 20230, Department's Minneapolis and New York Field Offices.

NEW ZEALAND—R. E. O. Wilson, Export Manager, Wilson, Neill Ltd., French St., P.O. Box 342, Dunedin, **interested in fish processing plant layout and equipment including packaging and quick freezing equipment, and in selling New Zealand fish and game meat products; requesting technical information from U.S. equipment manufacturers/suppliers.** July 1 via Los Angeles for two weeks. Itinerary: Los Angeles, San Francisco, July 8-15, New York c/o Abbey Victoria Hotel, 151 W 51st St., New York, N.Y. 10019. WTD 6/24/66.

SWEDEN—Ulf G. E. Magnusson, AB Scapalon, Smalands Rydaholm, **interested in finding suitable distributors of interior decorating materials, carpets, textiles, and building materials; requesting technical information.** July 5 via New York for 15 to 20 days. c/o Swedish Chamber of Commerce, 8 E. 69th St., New York, N.Y. Itinerary: New York; High Point, N.C.; Chicago; Dubuque, Iowa. WTD in preparation.

SYRIAN ARAB REPUBLIC—Souren Ohanian, representing his own firm, P.O. Box 33, Seleimanieh Quarter, Sayrafi St., Aleppo, **interested in purchasing general line of surplus and used automotive spare parts; requesting technical information.** July 15 via New York for one month. c/o Tower Hotel, 25 Gluck St., Brooklyn, N.Y. Itinerary: New York, Detroit, Pennsylvania, Boston, Seattle. WTD 9/3/64.

VENEZUELA—Celeste Bragazza, Fabrica de Bloques "La Vibradora", Apartado 195, El Tigre, **interested in purchasing machinery for the manufacture of concrete blocks and pipes.** July via San Francisco for three months. c/o Dr. Leopold Mazzadi, Jackson, Calif. Itinerary: San Francisco, New York, Detroit. WTD in preparation.

Gianfranco Licursi, Constructora Licursi S.A., Apartado 4114, Puerto La Cruz, **interested in negotiating licensing agreement for manufacture of automotive parts.** June 26 via Miami for one month. c/o N. A. Pierson, 123 Foreman Circle, Norman, Oklahoma. Itinerary: Norman, Okla.; St. Louis; St. Charles, Mo.; Indianapolis, Ft. Wayne; New York; Los Angeles. WTD 3/8/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $13 per year ($5 additional for foreign mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C. 20402.**

Basic Data on the Economy of Iran. OBR 66-20. 14pp. Outlines the structure of the Iranian economy, the various industrial sectors, labor force, financial system, foreign trade, development planning, and overall economic outlook.

The same types of information are also contained in the following newly-released OBR's:

Basic Data on the Economy of Austria. OBR 66-24. 26pp.

Basic Data on the Economy of Pakistan. OBR 66-29. 18 pp.

Basic Data on the Economy of Guatemala. OBR 66-31. 22p.

Basic Data on the Economy of Afghanistan. OBR 66-34. 8pp.

***Taxation of Foreign Income.* Tax Institute of America, Princeton, N.J. 340pp. $12.50**

The substantial foreign investments which American firms have been making, coupled with an expanded Internal Revenue Service audit policy regarding foreign items, demands a thorough understanding of the interrelation of foreign and domestic tax laws, according to the preface to this collection of papers presented at a recent foreign tax symposium.

The book's three parts cover: taxation of foreign income in countries outside the U.S.; United States taxation of foreign source income; and U.S. policy and objectives.

Write: Tax Institute of America, 457 Nassau Street, Princeton, N.J. 08540

***Materials Handbook*, Ninth Edition. By George S. Brady. McGraw-Hill Book Company, New York. 968pp. $17.50.**

Businessmen following current international trade developments need more than dictionary definitions of the thousands of goods they read about. The ninth edition of *Materials Handbook* admirably serves this need.

Appropriately subtitled "An Encyclopedia for Purchasing Agents, Engineers, Executives, and Foremen," the volume lists alphabetically practically every material of industry and trade, giving brand name and manufacturer, composition and uses, and related products. The detailed index allows the user to find an item by trade name as easily as by technical description or general classification.

Part II of the book, titled "Elements of Materials Economics," provides a wide range of useful tables, definitions, and explanations.

Write: McGraw-Hill Book Company, Inc., 330 West 42nd St., New York, N.Y. 10036. **MZ.**

***Assistance to Maritime Industries in Western Hemisphere Nations.* Maritime Administration, Washington, D.C. 20 cents.**

Much of the tonnage of Latin American merchant fleets is government-owned or controlled, and the practice of some form of cargo preference is one of the principal means of supporting their fleets.

A new booklet published by the Maritime Administration of the U.S. Department of Commerce shows on a country-by-country basis the extent to which Western Hemisphere Nations assist their shipping and shipbuilding industries.

The booklet describes the economic background of each country, the various direct government aids to its maritime industries and other assistance, such as cargo preference and tax benefits.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402

***Yearbook of the American Bureau of Metal Statistics: 45th Annual Edition.* 147pp. $4.50 ($4 softcover)**

Copper, lead, zinc, nickel, aluminum, bauxite, gold, silver, tin, antimony, cadmium, cobalt, magnesium, molybdenum and platinum and sundry ores and metals are reported on in this statistical manual.

There are also introductory texts on the major nonferrous metals, reviewing the events of 1965; tables of metal prices, monthly and annual; lists of metallurgical plants and their capacities; general economic statistics of the United States and U.S. duties on principal ore and metal imports; plus other extensive data, including tables of production statistics by individual companies, both domestic and foreign.

Write: American Bureau of Metal Statistics, 50 Broadway, New York, N.Y. 10004

***Canadian Trade Index: 1966.* Canadian Manufacturers' Assn., Toronto. 1,354pp. $24**

The latest edition of this authoritative manufacturers' directory gives an up-to-date picture of 12,667 manufacturing companies across Canada. The Index lists them in full detail, including company name and address, names and titles of operating executives, parent and subsidiary companies, branch offices, brand names, foreign representation and number of employees. There is also a geographical breakdown of companies by province and city, a clasified manufactured products list and a glossary of product headings in French. Special editions are available with Spanish or Portuguese glossary.

Write: Canadian Manufacturers Assn., 67 Yonge St., Toronto 1, Ontario, Canada.

***Foreign Commerce and Navigation of the U.S.: 1946-63.* Bureau of the Census, Washington. 916pp. $6**

Compiled and presented for the first time in a single comprehensive volume, the data in this report furnish a complete history of U.S. export and import activities from 1946 to 1963. An index to commodity classifications and other explanatory materials are included in the volume.

This edition covers the gap from the time when the Census Bureau stopped publishing annual issues of the report until it was decided to resume yearly publication.

Write: Any Commerce Field Office or the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402

***The American Merchant Marine: Hero in War—Stepchild in Peace.* Committee of American Steamship Lines, Washington, D.C. 52pp.**

This is the seventh and final report in a series of CASL studies dealing with national maritime requirements and presenting the maritime industry's point of view on new U.S. shipping policies. The report concentrates on the defense role of the American Merchant Marine, from World War I to the Vietnamese emergency.

Write: Committee of American Steamship Lines, 1155 Fifteenth St., Suite 1104, Washington, D.C. 20005

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201-964/52

Calendar *for international traders*

ATLANTA—July 14—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

ATLANTA—July 28—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

CEDAR FALLS, IA.—Aug. 3—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHICAGO—July 14—Meeting for Exporters, Field Office.

CHICAGO—Aug. 16—Meeting for Exporters, Field Office.

CINCINNATI—July 22—Export Workshop, Field Office. Sponsors: Cincinnati Field Office, Department of Commerce; REEC.

CLEVELAND—July 13—Export Expansion Workshop, 10:30 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

CLEVELAND—July 27—Export Expansion Workshop, 10:30 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

DAYTON, OHIO—July 22—Export Workshop. Sponsors: World Trade Dept. of Chamber of Commerce; Cincinnati Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—July 14—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—July 28—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

MEMPHIS—July 20—Mid-South Exporters' Roundtable, Hotel King Cotton.

MINNEAPOLIS—July 12—Businessmen's Consultations by appointment only with Oliver B. Bongard, Commercial Attache, Taipei, Taiwan. Field Office.

MINNEAPOLIS—July 14—Export Conference, Field Office. Sponsors: Minneapolis Field Office, Department of Commerce; REEC.

MINNEAPOLIS—July 20—Businessmen's Consultations by appointment only with Elmer W. Klapmeier, member U.S. Trade Mission to Iran and Afghanistan. Field Office.

NEWARK, N.J.—July 20—Mobile "Profits in Exports" Conference, U.S. Steel Supply. Sponsors: U.S. Steel Supply; New York Field Office, Department of Commerce.

TOPEKA, KAN.—July 22—Workshop for New Exporters, Chamber of Commerce. Sponsors: Chamber of Commerce; Kansas City Field Office, Department of Commerce; REEC.

WHITE PLAINS, N.Y.—July 13—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel. Sponsor: Chamber of Commerce.

WICHITA, KAN.—July 21—Workshop for New Exporters, Chamber of Commerce. Sponsors: Chamber of Commerce; Kansas City Field Office, Department of Commerce; REEC.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR. 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA. 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

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